

Access DB#

71564

SEARCH REQUEST FORM

Scientific and Technical Information Center

Requester's Full Name: Marc Norman Examiner #: 76541 Date: 7/22/02
Art Unit: 3744 Phone Number 30 5-2711 Serial Number: 09/329 487
Mail Box and Bldg/Room Location: PK1 11647 Results Format Preferred (circle): PAPER DISK E-MAIL

If more than one search is submitted, please prioritize searches in order of need.

Please provide a detailed statement of the search topic, and describe as specifically as possible the subject matter to be searched. Include the elected species or structures, keywords, synonyms, acronyms, and registry numbers, and combine with the concept or utility of the invention. Define any terms that may have a special meaning. Give examples or relevant citations, authors, etc, if known. Please attach a copy of the cover sheet, pertinent claims, and abstract. ✓

Title of Invention: Method and System for Market Research Mining
Inventors (please provide full names): Mitchell Kriss, Peter Cibulskis

Earliest Priority Filing Date: 6/10/99

For Sequence Searches Only Please include all pertinent information (parent, child, divisional, or issued patent numbers) along with the appropriate serial number.

A method for determining the amount of purchases a supplier's customers are making from the supplier's competitors. The method includes gathering panelist data from a subset of the supplier's customers regarding purchases made from the supplier and from the competitors; determining a relationship between those purchases needing data about the overall purchases by customers from the supplier; and based on this information estimating the purchases made by the customers from the competitors.
Please focus particularly on independent claims 1, 30, 39, and 43.

RUSA

STAFF USE ONLY

Searcher: Bade AkinolaSearcher Phone #: 308-6150Searcher Location: PKS 804Date Searcher Picked Up: 07-29-02Date Completed: 07-29-02Searcher Prep & Review Time: 120 min

Clerical Prep Time: _____

Online Time: 180 min

Type of Search

NA Sequence (#) _____

AA Sequence (#) _____

Structure (#) _____

Bibliographic _____

Litigation _____

Fulltext _____

Patent Family _____

Other _____

Vendors and cost where applicable

STN _____

Dialog 1810.2

Questel/Orbit _____

Dr.Link _____

Lexis/Nexis _____

Sequence Systems _____

WWW/Internet ✓Other (specify) 1

Examiner Marc:

Please find attached your search on Market Research Mining.

Please let me know if you like for me to try a refocused search with a different strategy or additional terms.

I am not sure I found all the concepts you needed in any one document, but there are citations marked that could be useful.

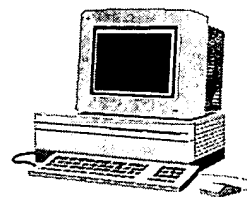
Bode Akintola

Please take a few minutes to fill the attached yellow feedback form to the EIC.

EIC 3600

Search Results

Feedback Form (Optional)



Scientific & Technical Information Center

The search results generated for your recent request are attached. If you have any questions or comments (compliments or complaints) about the scope or the results of the search, please contact *the EIC searcher* who conducted the search *or contact*:

Karen Lehman, 306-5783

Voluntary Results Feedback Form

➤ *I am an examiner in Workgroup:* *Example: 3610*

➤ *Relevant prior art **found**, search results used as follows:*

- ☐ 102 rejection
- ☐ 103 rejection
- ☐ Cited as being of interest.
- ☐ Helped examiner better understand the invention.
- ☐ Helped examiner better understand the state of the art in their technology.

Types of relevant prior art found:

- ☐ Foreign Patent(s)
- ☐ Non-Patent Literature
(journal articles, conference proceedings, new product announcements etc.)

➤ *Relevant prior art **not found**:*

- ☐ Results verified the lack of relevant prior art (helped determine patentability).
- ☐ Search results were not useful in determining patentability or understanding the invention.

Other Comments:

Set	Items	Description
S1	42	AU=(KRISS M? OR KRISS, M? OR CIBULSKIS P OR CIBULSKIS, P?)
S2	6209397	ANALY? OR ESTIMAT? OR CALCULAT? OR DETERMIN? OR COMPAR? OR EVALUAT? OR COMPUTE OR COMPUTES OR COMPUTING
S3	203948	S2(4N) (PURCHASE? OR BUY??? OR SALE? OR ORDER? OR TRAD? OR - TRANSACT? OR SOLD OR MARKET? OR BOUGHT)
S4	3343442	OTHER? OR ANOTHER OR DIFFERENT OR SECOND OR 2ND
S5	29752	S4() (COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTRIB- UTOR? OR RETAILER? OR SUPPLIER? OR PRODUCER? OR MANUFACTURER? OR USER? OR MERCHANT? OR COMPANY OR INDUSTRY)
S6	81954	COMPETITOR? OR RIVAL? OR CORRIVAL? OR ARCHRIVAL?
S7	1236671	CUSTOMER? OR CONSUMER? OR CLIENT? OR PERSON? OR MEMBER OR - PANELIST? OR PARTY OR PARTIES OR SHOPPER?
S8	3510607	DATA OR INFO OR INFORMATION? OR DETAIL?
S9	170	S3(15N)S5
S10	13	S9(15N)S7
S11	551	S3(15N)S6
S12	44	S11(7N)S7
S13	32	(S10 OR S12) AND S8
S14	2820	S6(1N) (COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTR- IBUTOR? OR RETAILER? OR SUPPLIER? OR PRODUCER? OR MANUFACTURE- R? OR USER? OR MERCHANT? OR COMPANY OR INDUSTRY)
S15	68	S14 AND S3
S16	99	S15 OR S13
S17	69	S16 NOT PY>1999
S18	68	S17 NOT PD=19990610:20020728
S19	66	RD (unique items)

?show files

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✓ 19/5/1 (Item 1 from file: 2)

DIALOG(R) File 2:INSPEC

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6551154 INSPEC Abstract Number: B2000-05-0140-076

Title: Technology sourcing: the link to make-or-buy

Author(s): Canez, L.; Probert, D.

Author Affiliation: Dept. of Eng., Cambridge Univ., UK

Conference Title: PICMET '99: Portland International Conference on Management of Engineering and Technology. Proceedings Vol-1: Book of Summaries (IEEE Cat. No.99CH36310) Part vol.1 p.33 vol.1

Editor(s): Kocaoglu, D.F.; Anderson, T.R.

Publisher: Portland Int. Conf. Manage. Eng. & Technol. PICMET, Portland, OR, USA

Publication Date: 1999 Country of Publication: USA lii+571 pp.

ISBN: 1 890843 02 4 Material Identity Number: XX-1999-02255

Conference Title: Proceedings of Portland International Conference on Management of Engineering and Technology

Conference Date: 25-29 July 1999 Conference Location: Portland, OR, USA

Medium: Full text available on CD-ROM

Language: English Document Type: Conference Paper (PA)

Treatment: General, Review (G)

Abstract: Summary form only given. The aim of this paper is to explore technology sourcing options relevant in make-or-buy strategy with illustrations from theory and practice. Today's global competition forces manufacturing companies to re-evaluate their existing processes and technologies in order to focus on strategic activities. This issue has created an awareness of the importance of the make-or-buy decision and its long-term impact on the organisation. Undertaking make-or-buy decisions requires an **analysis** of in-house and outside manufacturing technologies and capabilities. Therefore, companies should be able to understand and identify the way the technology portfolio should be built in order to balance in-house and outsourced technologies. This paper discusses the different options for technology sourcing resulting from the importance/competitiveness matrix. This matrix indicates a range of sourcing options as a result of technology process analysis in terms of: importance of the technology to the business. The ability to influence the business key success factors; and competitiveness with which the technology is deployed. This involves assessing the company's level of performance in the use of technology against potential **suppliers** or **competitors**. In particular, a critical dimension for technology sourcing, the technology life cycle, is presented, emphasising the importance of understanding and monitoring the life cycle of technologies. This paper particularly shows the critical importance of technology life cycle consideration in the choice of technology sourcing options. (0 Refs)

Subfile: B

Descriptors: management; manufacturing industries

Identifiers: technology sourcing; technology sourcing options; global competition; manufacturing companies; strategic activities; make-or-buy decision; long-term impact; in-house technologies; outsourced technologies; importance/competitiveness matrix; technology process analysis; technology life cycle; technologies life cycle monitoring

Class Codes: B0140 (Administration and management)

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19/5/2 (Item 2 from file: 2)

DIALOG(R) File 2:INSPEC

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6065072 INSPEC Abstract Number: C9812-7120-027

Title: Competitor and vendor influence on the adoption of innovative applications in electronic commerce

Author(s): Dos Santos, B.L.; Peffers, K.

Author Affiliation: Coll. of Bus. & Public Adm., Louisville Univ., KY, USA

Journal: Information and Management vol.34, no.3 p.175-84

.. Publisher: Elsevier,
Publication Date: Oct. 1998 Country of Publication: Netherlands
CODEN: IMANDC ISSN: 0378-7206
SICI: 0378-7206(199810)34:3L:175:CVIA;1-J
Material Identity Number: I320-98008
U.S. Copyright Clearance Center Code: 0378-7206/98/\$19.00
Document Number: S0378-7206(98)00053-6
Language: English Document Type: Journal Paper (JP)
Treatment: General, Review (G)

Abstract: The rapid growth of the Internet over the past five years has greatly increased interest in its potential use for electronic commerce (EC), particularly as a vehicle for transactions between customers and suppliers. Today, Internet-based EC applications are in their infancy and investments in innovative information technology (IT) applications are risky and expensive. The managerial decision to adopt these EC applications early or to wait for the technology to become more established is not trivial. Early adoption poses significant demand and technological risks, but the rewards could be great. We report on an empirical investigation of the influences on the adoption decision for one of the earliest EC applications, the automated teller machine (ATM) system, to **determine** whether **marketing** efforts by hardware and software vendors, imitation of competitors or a mixture of influences affected these decisions among bank managers. We develop a time series of cumulative ATM adoption estimates for 1971-1992 and use these data to fit three models from the diffusion of innovation literature: the external, internal and mixed influence models. The results suggest that imitation and communication among **industry competitors** was most important, but marketing efforts by the technology vendors were also important in the first few years after the introduction of the technology. (32 Refs)

Subfile: C

Descriptors: automatic teller machines; bank data processing; business data processing; DP industry; DP management; information technology; Internet; investment; marketing; time series

Identifiers: **industry competitor** influence; technology vendor influence; innovative applications adoption; electronic commerce; Internet; customer-supplier transactions; information technology; managerial decision; early adoption; technological risks; automated teller machine; marketing; hardware vendors; software vendors; competitor imitation; bank managers; time series; cumulative ATM adoption estimates; innovation diffusion; external influence model; internal influence model; mixed influence model; communication; World Wide Web; information systems

Class Codes: C7120 (Financial computing); C7210 (Information services and centres); C0200 (General computer topics); C0310D (Computer installation management)

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19/5/3 (Item 3 from file: 2)
DIALOG(R) File 2:INSPEC
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6050606

Title: Changing the rules [online business]

Author(s): Wilder, C.; Dalton, G.; Sweat, J.

Journal: InformationWEEK no.697 p.18-20

Publisher: CMP Media Inc,

Publication Date: 24 Aug. 1998 Country of Publication: USA

CODEN: INFWE4 ISSN: 8750-6874

SICI: 8750-6874(19980824)697L:18:CROB;1-Y

Material Identity Number: I819-98009

Language: English Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Abstract: With increasing frequency, online business opportunities are breaking long-held rules and conventions concerning interactions with customers, suppliers, and partners. Among the traditional precepts under siege: Companies don't share information with **competitors**; **suppliers** don't share information with **buyers**, especially information that **determines** pricing; corporate procurement of commodities isn't a

*strategic activity, and should be determined solely on price; and no financial transaction occurs without some involvement by a bank. (0 Refs)

Subfile: D

Descriptors: business communication; commerce; finance; Internet

Identifiers: online business opportunities; customers; suppliers; partners; information sharing; pricing; corporate procurement; commodities; financial transaction; bank

Class Codes: D2010 (Business and professional); D2080 (Information services and database systems); D5020 (Computer networks and intercomputer communications); D2050 (Financial applications)

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19/5/4 (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

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5991883 INSPEC Abstract Number: B9809-8110B-044

Title: Deregulation and opportunities for industrial customers

Author(s): Talati, S.; Bednarz, J.

Conference Title: 1998 IEEE Industrial and Commercial Power Systems Technical Conference. Conference Record. Papers Presented at the 1998 Annual Meeting (Cat. No.98CH36202) p.69-76

Publisher: IEEE, New York, NY, USA

Publication Date: 1998 Country of Publication: USA v+187 pp.

ISBN: 0 7803 4509 6 Material Identity Number: XX98-00634

U.S. Copyright Clearance Center Code: 0 7803 4509 6/98/\$10.00

Conference Title: Proceedings of 1998 Industrial and Commercial Power Systems Technical Conference

Conference Sponsor: IEEE Ind. Applications Soc.; Ind. Power Syst. Dept.; IEEE PES/IAS Northern Canada Chapter

Conference Date: 3-8 May 1998 Conference Location: Edmonton, Alta., Canada

Language: English Document Type: Conference Paper (PA)

Treatment: Economic aspects (E); General, Review (G)

Abstract: If changes proposed by the public utility commissions of California, Massachusetts, New York, New Hampshire, and many others are accepted by the US FERC, consumers in these states are going to see some radical changes in their electricity services. Monopoly power will fall away and consumers will be free to choose new electricity suppliers. The potential market value for this emerging sector of power industry is unknown; however, leading **trade** magazines and **other industry analysts** expect the **market** value of power transactions to reach \$200 billion. Net cost savings for the end-use **customers** may range anywhere between \$5 billion to \$20 billion. However, this saving would be for those customers who will exercise their choice. This paper presents a case study which suggests ways that large industrial customers can better manage their electricity purchase price in a competitive power industry. It also emphasizes the requirement of comprehensive consideration of electricity costs and rate tariff, understanding of necessary tools to predict future price transmission and generation **data**, and through regulatory changes, projections, understanding of plant process. (13 Refs)

Subfile: B

Descriptors: costing; economics; electricity supply industry; industrial power systems; tariffs

Identifiers: industrial power customers; electric power industry deregulation; USA; electricity services; cost savings; electricity purchase price; competitive power industry; rate tariff; electricity costs

Class Codes: B8110B (Power system management, operation and economics); B8600 (Industrial applications of power)

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19/5/5 (Item 5 from file: 2)

DIALOG(R)File 2:INSPEC

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5553057 INSPEC Abstract Number: C9705-7210-045

* **Title: Key Note CD-ROM**

Journal: Online/CD-ROM Business Information p.49-60
Publisher: Headland Business Information,
Publication Date: March 1997 Country of Publication: UK
ISSN: 1352-0490
Material Identity Number: A096-97003
Language: English Document Type: Journal Paper (JP)
Treatment: Practical (P); Product Review (R)
Abstract: Published by Key Note Market Information, part of the ICC Group, Key Note reports are one of the best known market research series covering UK markets. The Key Note series includes approximately 240 reports, covering over 600 consumer, business and industrial markets. Each report is approximately 70 pages long and comprises the following sections: Executive Summary; Market Definition; **Market Size**; **Industry Background**; **Competitor Analysis**; Strengths, Weakness, Opportunities and Threats; Buying Behaviour; Outside Suppliers to the Industry; Current Issues; Forecasts; Company Profiles; and Further Sources. Key Note reports are available online on various host systems. A CD-ROM version, ICC Key Notes on SilverPlatter-the first UK marketing title to be launched on CD-ROM-was made available as early as 1992. However, this title is no longer available. Key Note Market Information launched their version, Key Note CD-ROM in December 1994, since when it has undergone several enhancements which are described. (0 Refs)
Subfile: C
Descriptors: CD-ROMs; factographic databases; marketing data processing; software reviews
Identifiers: Key Note CD-ROM; Key Note Market Information; ICC Group; Key Note reports; market research series; UK markets; industrial markets; CD-ROM version; UK marketing title
Class Codes: C7210 (Information services and centres); C7170 (Marketing computing); C7250L (Non-bibliographic retrieval systems)
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19/5/6 (Item 6 from file: 2)

DIALOG(R)File 2:INSPEC

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5502078 INSPEC Abstract Number: B9703-8699-003

Title: End use monitoring: Wal-Mart Supercenter, Moore, Oklahoma

Author(s): Lemmings, B.
Conference Title: Proceedings 1996. 29th Annual Frontiers of Power Conference p.XIV/1-8
Publisher: Oklahoma State Univ, Stillwater, OK, USA
Publication Date: 1996 Country of Publication: USA xviii+145 pp.
Material Identity Number: XX97-00130
Conference Title: Proceedings 1996 29th Annual Frontiers of Power Conference
Conference Sponsor: Eng. Energy Lab.; School of Electr. & Comput. Eng.; Oklahoma State Univ
Conference Date: 28-29 Oct. 1996 Conference Location: Stillwater, OK, USA
Language: English Document Type: Conference Paper (PA)
Treatment: General, Review (G)
Abstract: End use monitoring (EUM) is simply monitoring equipment past the electric services meter. Electricity customers and utilities are interested in end use **information** for different reasons. Utilities perform end use monitoring projects for several reasons: to use in preparation of rate cases; use in special program evaluations and development; combat **competitors** advertising (i.e. gas verses electric); **marketing analysis**; and as a service to **customers**. **Customers** have end use projects performed to see how a particular system and/or equipment operates. The customer can then use this **information** to make informed business decisions. Wal-Mart is this type of customer. This paper discusses the issues involved with developing and implementing the Wal-Mart Supercenter end use monitoring project. Items addressed within the paper are project design, implementation, installation and **data** handling and cost/benefits. (3 Refs)

Subfile: B

Descriptors: industrial power systems; monitoring; power consumption; power system measurement; project engineering; retailing

Identifiers: electricity end use monitoring; electricity customers; electric utilities; retail store; power consumption measurements; marketing analysis; projects; power demand; USA; business decisions

Class Codes: B8699 (Power applications in other industries); B8150 (Power system measurement and metering); B8500 (Power utilisation); B7200 (Measurement equipment and instrumentation systems); B7310F (Power and energy measurement)

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19/5/7 (Item 7 from file: 2)

DIALOG(R)File 2:INSPEC

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5196846 INSPEC Abstract Number: C9604-0310-008

Title: A modeling approach to evaluating strategic uses of information technology

Author(s): Post, G.V.; Kagan, A.; Lau, K.-N.

Author Affiliation: Western Kentucky Univ., Bowling Green, KY, USA

Journal: Journal of Management Information Systems vol.12, no.2 p. 161-87

Publisher: M.E. Sharpe,

Publication Date: Fall 1995 Country of Publication: USA

CODEN: JMISEB ISSN: 0742-1222

SICI: 0742-1222(199523)12:2L.161:MAES;1-D

Material Identity Number: H906-96001

Language: English Document Type: Journal Paper (JP)

Treatment: Applications (A); Theoretical (T)

Abstract: Traditional static benefit-cost methods were useful when **evaluating transaction** processing systems. Strategic benefits are more difficult to evaluate, since they involve dynamic interactions between customers, **suppliers** and **rivals**. In an attempt to gain a competitive advantage, there is a strong incentive to be the first implementor of new technology. However, information technology costs decline over time, so there is an incentive to delay implementation. A model is developed that enables managers to **evaluate** this **trade** -off and choose the best implementation time. The model emphasizes competition between large firms in a regional (or national) market interacting with firms in a local market. The model is illustrated with an application to the banking industry. It compares the implementation times of larger regional banks vis-a-vis smaller local banks, and shows how the banks might use technology to respond to various changes in the banking industry. (42 Refs)

Subfile: C

Descriptors: bank data processing; cost-benefit analysis; DP management; information technology; management information systems; modelling; strategic planning; transaction processing

Identifiers: strategic IT usage evaluation; modeling approach; information technology; static benefit-cost methods; transaction processing systems; strategic benefits; dynamic interactions; customer-supplier interactions; **supplier - rival** interactions; competitive advantage; new technology implementation delay; IT costs; implementation time selection; competition; regional market; national market; local market; banking industry; strategic investment evaluation; game theory; strategic information systems

Class Codes: C0310 (EDP management); C7120 (Financial computing); C0230 (Economic, social and political aspects of computing)

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19/5/8 (Item 8 from file: 2)

DIALOG(R)File 2:INSPEC

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4941991 INSPEC Abstract Number: C9506-7100-042

Title: A value platform analysis perspective on customer access

• **information technology**

Author(s): Kauffman; Lally, L.

Author Affiliation: Dept. of Inf. & Decision Sci., Minnesota Univ., Minneapolis, MN, USA

Journal: Decision Sciences vol.25, no.5-6 p.767-94

Publication Date: Sept.-Dec. 1994 Country of Publication: USA

CODEN: DESCDQ ISSN: 0011-7315

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: Customer access **information** technologies (CAITs) provide a link between a firm and its customers. This paper proposes an evaluative method for CAIT deployment called value platform analysis, based on a conceptual model drawn from the theory of retail outlet deployment in marketing science. Value platform analysis evaluates the impact of the features of a GAIT, the features of its immediate site, and the features of the larger environment into which it is deployed on the transactions it generates and the resulting business value outcomes. Value platform analysis is then applied in an electronic banking context. Hypotheses regarding the likely impact of automatic teller machine (ATM) functionality, the immediate site's surrounding traffic, the **customer** demographics, and the number of **competitors** in the environment on ATM **transactions** are **evaluated** both before and after the merger of two regional ATM networks. (34 Refs)

Subfile: C

Descriptors: automatic teller machines; bank **data** processing; **information** technology; management **information** systems; marketing; performance evaluation

Identifiers: value platform analysis; customer access **information** technology; conceptual model; retail outlet deployment; marketing; electronic banking; automatic teller machine; customer demographics; site allocation

Class Codes: C7100 (Business and administration); C7120 (Financial computing); C1290D (Systems theory applications in economics and business)

Copyright 1995, IEE

19/5/9 (Item 9 from file: 2)

DIALOG(R)File 2:INSPEC

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4480059 INSPEC Abstract Number: B9310-0160-015, C9310-7400-019

Title: The computerized environment

Author(s): Tam, A.

Journal: Hong Kong Engineer vol.21, no.6 p.24, 26-9

Publication Date: June 1993 Country of Publication: Hong Kong

CODEN: HKOEDU ISSN: 0378-8776

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: Computerization is a major step towards productivity enhancement. For those keen on securing an edge over **competitors**, three **companies** have brought out a range of software products for engineers and manufacturers which are advanced, versatile, and definitely worth looking at. The Total Maintenance System (TMS) is a computerized maintenance management system which provides business managers with a solution for optimizing the maintenance of anything from machinery and production line to hospitals and commercial complexes. The Personal Designer is a CAD/CAM program with genuine three-dimensional capability which fills a need in the local market, where users accustomed to using AutoCAD have finally reached a stage where only an enhanced product can meet all their requirements. CSSP **markets** two civil engineering **estimating** and bill production software packages. ICEPAC and ICEMATE allow users to computerise all activities related to the preparation of bills of quantities, cost reports, price estimates, etc. and store the information in a single database which permits cross referencing and analysis. (0 Refs)

Subfile: C B C

Descriptors: CAD/CAM; civil engineering computing; costing; engineering computing; maintenance engineering; software packages

Identifiers: computerized environment; productivity enhancement; software

*products; Total Maintenance System; computerized maintenance management; Personal Designer; CAD/CAM program; three-dimensional capability; AutoCAD; CSSP; civil engineering; bill production software; estimating software; ICEPAC; ICEMATE; cost reports; price estimates; database; production line; machinery; hospitals; commercial buildings
Class Codes: C7400 (Engineering); B0160 (Plant engineering, maintenance and safety); C7440 (Civil and mechanical engineering); C7480 (Production engineering)

19/5/10 (Item 10 from file: 2)

DIALOG(R)File 2:INSPEC

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03844089 INSPEC Abstract Number: C91024366

Title: Marketing research methods for online information

Author(s): Temple, M.

Author Affiliation: KETRON Inc., Malvern, PA, USA

Conference Title: Online Information 90. 14th International Online Information Meeting. Proceedings p.303-10

Editor(s): Raitt, D.I.

Publisher: Learned Information, Oxford, UK

Publication Date: 1990 Country of Publication: UK xii+531 pp.

ISBN: 0 904933 75 X

Conference Date: 11-13 Dec. 1990 Conference Location: London, UK

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: While national and international markets for online **information** continue to expand, the competition among existing online **information** services and new services is also growing. New entrants to online **information** markets want to carve out maximum market shares, and existing services want to maintain their shares of a growing market and, if possible, to increase them. To achieve this goal, an online **information** service must accurately assess its **customers** ' needs and its **competitors** ' offerings. The paper presents a marketing research methodology for assessing **markets** and conducting a competitive **analysis** of existing and new online **information** services. This methodology is based on the technique of conjoint analysis. The findings from a study which employed this method are described. (6 Refs)

Subfile: C

Descriptors: **information** services; marketing

Identifiers: customer needs; online **information** ; international markets; online **information** services; market shares; marketing research methodology; competitive analysis; conjoint analysis

Class Codes: C7210 (Information services and centres)

19/5/11 (Item 11 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

03027996 INSPEC Abstract Number: C88003957

Title: The economic market place

Author(s): Blunden-Ellis, J.

Author Affiliation: Salford Univ., UK

Journal: VINE no.66 p.12-16

Publication Date: July 1987 Country of Publication: UK

CODEN: VINEDT ISSN: 0305-5728

Language: English Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Abstract: The author outlines the characteristics of the UK library automation market, and provides a **market** share **analysis** including a discussion of **market** concentration and segmentation. The major change in the library automation market place over recent years has been in the escalation of competition among **suppliers** . The **competitors** fall into three categories: the cooperative, i.e. non-profit making and where the member libraries have a substantial voice in the running of the enterprise; the dedicated commercial, where the firm only operates in the library

market; and the portfolio commercial, where libraries are only one among many market sectors served. Of the 10 competitors at the core of the study, 5 are UK based and 5 originate in North America. However, only 2 concentrate their effort solely in the UK and Eire. (0 Refs)

Subfile: C

Descriptors: DP industry; economics; library automation

Identifiers: non-profit making; dedicated; library market

Class Codes: C0230 (Economic, social and political aspects); C7210L (Library automation)

19/5/12 (Item 12 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2002 Institution of Electrical Engineers. All rts. reserv.

02374751 INSPEC Abstract Number: B85008095, C85007369

Title: Scanning and Btx in the trade research

Author(s): Treis, B.

Journal: Nachrichten Elektronik + Telematik vol.38, no.8-9 p.322-7

Publication Date: Aug.-Sept. 1984 Country of Publication: West Germany

CODEN: NETEDB ISSN: 0341-4035

Language: German Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: Up-to-date telecommunication technologies do provide new and effective ways and means for the research and **evaluation** of **trading** parameters, such as the behaviour of **customers** and the potential of **competitors**. In particular, the author describes not only the importance and the impact of Scanning and Btx but encircles future tendencies, particularly in view of the Btx-connection to the customers banking institute for direct payment, hereby providing as a side effect the possibility of counterbalancing a declining purchasing power or interest. In spite of highly convincing achievements, the author nevertheless stresses the absolute prevailing need for constant initiative on the part of managers, as all computerized **data** remains, without question, figures of the past. (25 Refs)

Subfile: B C

Descriptors: mark scanning equipment; viewdata

Identifiers: customer behaviour; Btx; trade research; telecommunication technologies; trading parameters; competitors; Scanning; Btx; banking institute; direct payment; purchasing power; interest; computerized **data**

Class Codes: B6210K (Viewdata and teletext); C5590 (Other peripheral equipment); C7180 (Retailing and distribution)

19/5/13 (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01586703 ORDER NO: AADNN-18905

CONTINUOUS-REVIEW INVENTORY MODELS OF THE (S,Q)-TYPE WITH LOST SALES AND VARIABLE LEAD TIMES (CONTROL POLICY)

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Source: VOLUME 58/06-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3251. 202 PAGES

Descriptors: ENGINEERING, INDUSTRIAL

Descriptor Codes: 0546

ISBN: 0-612-18905-8

The growing use of highly advanced computer and telecommunication technologies in today's modern business world has put the concept of continuous review inventory systems into a realistic perspective. At the same time, intense competition among **rival companies** in virtually every business market has made the lost sales scenario more plausible than ever. However, from a theoretical standpoint, incorporation of the lost sales

• assumption often creates a great deal of modeling difficulties which have been the subject of extensive discussions in the literature. As such, there is a clear paucity of **analytical** lost **sales** models extant in the context of scientific inventory control.

As far as the lost sales continuous-review inventory systems with stochastic demand and lead times are concerned, all existing exact models excluding those involving an $(S - 1, S)$ policy--require an assumption that demands occur one unit at a time. The main contribution of this thesis is presenting a modeling framework for analysis of a class of continuous-review inventory systems which is primarily characterized by random size demands, lost sales, and variable lead times. The approach is based on a level-crossing methodology for circumstances where demand can be described by a compound Poisson process. In this regard, a series of exact cost-minimization models is developed leading to the optimal values of the control policy parameters--for a variety of unsolved challenging inventory systems involving variable lead times, multiple orders outstanding, sole versus dual sourcing, and emergency ordering, all under (s, Q) -type control policies.

Furthermore, the Hadley and Whitin heuristic has been commonly acknowledged as an efficient approximate model for deriving the control policy parameters for a wide variety of inventory systems. Also the type of approximations presented in their model have been used in many studies appearing in the literature. While the credibility of the heuristic approach is naturally limited to the scope of the assumption under which it was originally developed, there seems to be some ambiguity surrounding the application of the heuristic model to circumstances that extend beyond the set of assumptions considered by Hadley and Whitin. Using the exact models developed in this thesis, this issue is investigated in detail.

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01529085 ORDER NO: AAD97-07752

INFORMATION ACQUISITION FOR MANAGERIAL DECISIONS UNDER UNCERTAINTY: AN ANALYTIC INVESTIGATION

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Degree: PH.D.

Year: 1996

Corporate Source/Institution: DUKE UNIVERSITY (0066)

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Source: VOLUME 57/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4034. 186 PAGES

Descriptors: BUSINESS ADMINISTRATION, MARKETING ; ECONOMICS, THEORY

Descriptor Codes: 0338; 0511

Managers do not acquire all available information. This has typically been modeled by assuming that information is costly. Managers acquire information until its marginal cost equals its marginal benefit. Management capacity to acquire information is usually assumed free. In this dissertation I turn these two assumptions upside down by assuming that information is free and management capacity costly. Managers acquire as much information as their limited capacity enables them to do. I then investigate analytically how managers should allocate their limited capacity to different information sources. For the analysis I assume that all relevant market information can be categorized into customer, **competitor** and **company** information.

There are five research issues addressed: (1) When should a manager pay equal attention to all Cs, and when is it best to focus on one of the Cs? (2) What are the determinants of the optimal acquisition of information? (3) What is the impact of competition? (4) How do the results differ when a manager controls price rather than quantity? (5) What is the relationship between a company's business strategy and the optimal acquisition of information, i.e., the information acquisition strategy?

The findings indicate that the optimal acquisition of information depends very much on the market environment. When managers control quantity, the optimal information acquisition strategy is largely

determined by factors associated with the processing of information, e.g., the quality of available data or a manager's uncertainty or capability to acquire information. In equilibrium, managers either pay equal attention to the Cs or focus on different Cs. When managers control price, the optimal information acquisition strategy is largely **determined** by the **market** conditions, particularly customer price sensitivity. In equilibrium, managers generally pursue identical information acquisition strategies, which in most cases focus on one C.

Paying equal attention to all Cs, i.e., a market oriented information acquisition strategy is not always optimal. In general, higher uncertainty, lower capability to acquire information, lower quality of available data, or less competition lead to a more market oriented information acquisition strategy. The results further indicate that small environmental changes can cause discontinuous jumps in the manager's optimal behavior.

19/5/15 (Item 3 from file: 35)

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01517933 ORDER NO: AAD96-39474

THE PERFORMANCE OF AFRICAN-AMERICAN BUSINESSES

Author: SUNMONU, KOLAWOLE KAMORU

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Source: VOLUME 57/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3166. 266 PAGES

Descriptors: ECONOMICS, COMMERCE-BUSINESS ; BUSINESS ADMINISTRATION,
GENERAL ; URBAN AND REGIONAL PLANNING ; BLACK STUDIES

Descriptor Codes: 0505; 0310; 0999; 0325

This study investigates the extent to which the performance of African-American businesses is determined by owner-manager's socio-economic attributes, by the business attributes, and by industry and regional characteristics. An extensive review of the literature shows that little attention has been paid to the effects of business conduct and strategies on the performance of African-American businesses. Nor have the effects of the various factors affecting African-American business performance been analyzed simultaneously.

Using the "organization-environment" **analytical tradition** as conceptual base, an alternate framework for analyzing business performance was developed. The basic proposition of the framework is that business performance is a function of the business' internal (organizational) factors, the factors characteristic of its external environment, and the interaction between these two groups. Two dimensions (output and growth) of the business performance concept were included as dependent variables in the framework. Structural equation modeling, estimated by Partial Least Squares technique, was used to test the validity of the proposed framework.

The findings support the proposition that factors in both the internal and external environments influence the performance of African-American businesses, with the internal environmental factors being the most important. Productive resource base and business conduct and strategies, conceived as making up the internal environment, exhibited the hypothesized positive relationships with performance. The most important factors in the internal environment are total assets, number of employees, introduction of new products/services, focusing on government for patronage, and obtaining financing from commercial banks.

Regarding the external environmental factors, industry characteristics, as a group, performed as expected and posted positive signs with performance. Level of entry barriers, **rivalry** among **industry** members, and rate of product/process innovations are the most important industry characteristics. Regional characteristics, as a group, exhibited a negative relationship with performance. The most important regional factors, in a negative sense, are labor and capital availability.

The findings further suggest that the output and growth dimensions of business performance are driven by different forces. The output dimension

is driven principally by the productive resource base, whereas the growth dimension is driven by business conduct and strategies.

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01517774 ORDER NO: AAD96-39102

**THE CORPORATE EFFECTS OF R&D AND PATENT-GRANTS: EVIDENCE FROM
INTRA-INDUSTRY ANALYSIS**

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Year: 1996

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Source: VOLUME 57/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3171. 141 PAGES

Descriptors: ECONOMICS, FINANCE ; BUSINESS ADMINISTRATION, GENERAL

Descriptor Codes: 0508; 0310

This study examines the intra-industry effect of announcements of technological advancement on the market valuation of both the announcing firm and the announcing firm's relative **industry competitors**. This paper consists of two parts. Essay I discusses firm specific and intra-industry valuation effects of a firm's Research and Development (R&D) expenditures, while Essay II concentrates on the firm-specific and intra-industry valuation effects of a firm's patent-grant announcement. Specifically, this study examines the validity of the competitive and free-rider hypotheses to explain the market response to announcements of R&D spending and the granting of patents.

While the evidence shows that the market reaction to the firm's announcement of R&D and patent grants is insignificant, the effect of the R&D and patent-grant announcement on the announcing firm's industry is significantly positive. These results imply that there is a significant technological spillover effect at the expense of the announcing firm. In addition, the results suggest that the nature of competitor interaction has a significant influence on the announcing firm and its overall industry. In order to examine this industry interaction effect, the **industry competitors** of the announcing firm are categorized as either close or distant rivals. This distinction is based upon firm competition at the R&D level and the firm's relative technological strength as evidenced by their patent grants. In the case of the R&D announcement, the close competitors of the announcing firm appear to be the driving force within the industry as the market reaction is positive and significant. It may suggest that close competitors have the proper R&D infrastructure to take advantage of the announcing firm's R&D announcement. The **market evaluates** their ability to compete in R&D and rewards them. In the case of patent-grant announcements, it is the distant rivals of the announcing firm which incur significant positive market abnormal returns. The results seem to suggest that while the distant rivals may not have the comparative technological strength of the announcer or close competitors, they may possess some intangible asset (i.e., management skill or a 'generic product' strategy) which enhances their ability to free-ride.

Second, for both R&D and patent-grant announcements, not all the announcing firms experience negative abnormal returns. However, the technological spillover differences seem to depend on whether the announcing firm incurs positive or negative abnormal market returns. Specifically, the spillover appears to be strongly associated with those announcing firms who earn negative abnormal returns as the market is aware that R&D intensity and patent technological strength varies across firms. Further, in an attempt to determine whether or not the spillover wipes out all benefits to the announcing firm, post-announcement performance tests are used. The results indicate that both R&D and patent-grant announcing firms tend to improve their profitability.

Overall, the results suggest that the market valuation of R&D and patent-grant announcing firms depends on the interaction of the announcer's close and distant **industry competitors**. In addition, it is the varying

degree of successful R&D competition among firms and the technological strength of a firm's granted patents which ultimately lead to advancement within the industry.

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01503467 ORDER NO: AAD96-32216

DYNAMICS OF THE FUR TRADE ON THE MIDDLE YUKON RIVER, ALASKA, 1839 TO 1868 (RUSSIAN-AMERICAN)

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Year: 1996

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Source: VOLUME 57/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2108. 251 PAGES

Descriptors: ANTHROPOLOGY, CULTURAL ; HISTORY, UNITED STATES ; AMERICAN STUDIES

Descriptor Codes: 0326; 0337; 0323

This study examines the Russian-era fur trade of the middle course of the Yukon River, that section of the river which extends from Fort Yukon down to Nulato, Alaska. For a period of just over twenty years, 1847 to 1868, the Russian-American and Hudson's Bay **companies** maintained **rival** establishments at opposite ends of this stretch of river and vied for the trade of the Native populations living in the region between. After reviewing the events leading up to the establishment of the first European posts in the region, the study focuses on the dynamics of the competition between the rival posts and the changing nature of Native, Russian, and British participation in the middle Yukon trade.

Most historical summaries of the early (pre-1867) fur trade of the Middle Yukon rely upon a small number of published sources, resulting in a truncated and rather inaccurate version of the region's fur trade history. This study seeks to overcome that problem through utilization of two major archival collections, the records of the Russian-American and Hudson's Bay companies. Together, these sources make possible an account that is more even in temporal coverage and more balanced in its treatment of Russian, British, and Native trade activities.

One of the striking features of the early Yukon drainage fur trade is the pivotal role of the Native **traders** in **determining** its spatial patterning. Though regional patterns were characterized by a certain overall stability in the period 1830 through 1868, they also underwent marked change. This study examines those changes with regard to the middle Yukon drainage and discusses the influence of material and social factors upon them.

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01498759 ORDER NO: AAD96-27877

FIRM NETWORK TRANSFORMATION AFTER TRADE LIBERALIZATION: THE CASE OF MEXICAN MANUFACTURING

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Corporate Source/Institution: UNIVERSITY OF PENNSYLVANIA (0175)

Source: VOLUME 57/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

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Descriptors: URBAN AND REGIONAL PLANNING ; ECONOMICS, GENERAL

Descriptor Codes: 0999; 0501

Successful manufacturing firms characteristically develop stable relationships with suppliers, regulators, customers and even competitors.

Management and economic literature have used the concept of networks to describe these relationships, and have increasingly acknowledged the importance of these linkages in the development of firms and regions. However, firm networks are not static: changes in regulation and market structure will result in firms reconfiguring their relations to adapt to their new operating environment. Trade liberalization is one change which will have a particularly important impact by expanding the set of potential suppliers, **customers** and **competitors**. The purpose of this dissertation is to **analyze** the impact of **trade** liberalization on a firm's network of relations. The study concentrates on the case of Mexican manufacturing, and uses **data** collected from over 130 firm interviews during the recent transition from import substitution to export promotion.

Results show that trade liberalization has had an important impact on the structure of firm relationships. Specifically: (a) The role of MNFs and domestic firms within the Mexican economy is changing, as are the relationships between them. (b) Sourcing and distribution behavior for different types of firms in different regions is converging, and (c) Firms are increasingly meeting and talking with other firms as a way of acquiring knowledge. These meetings have a very significant positive impact on a firm's productivity.

19/5/19 (Item 7 from file: 35)

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01337203 ORDER NO: AAD94-07333

THREE ESSAYS IN THE THEORY OF VERTICAL CONTROLS (SALES ROYALTY, TRADE POLICY)

Author: POLAVARAPU, RAMANA VENKATA

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Source: VOLUME 54/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3839. 77 PAGES

Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

In the literature of industrial organization, the theory that explains the relation between the upstream and the downstream firms is called the theory of vertical controls. In my first essay, the upstream firms are the manufacturers and the downstream firms the retailers. In the second and third papers, the government is assumed to be the upstream firm, and the domestic and foreign firms are the downstream firms.

The question addressed in my first paper is why the manufacturers prefer a sales royalty to a profit royalty from their retailers. I show that a sales royalty brings a near-cooperation between **rival manufacturers**. Furthermore a sales royalty is preferred when the products are substitutes and the choice variables are strategic complements, or when the products are complements and the choice variables are strategic substitutes.

In my second paper we extend the model of vertically differentiated products to international trade. A foreign firm competes with a domestic firm in the latter's market, producing products of varying quality. We examine the nature of the equilibrium in this case, assuming the firms compete in prices and the foreign firm produces the higher quality product. Contrary to the popular belief, we show that a protectionist policy of imposing a tariff on a foreign firm raises overall welfare, as well as induces the domestic firm to upgrade the quality of its products.

The third paper is an attempt to extend the work of optimal trade policies under imperfect competition to small countries. Strategic trade policy has been well-explored in the literature, but its relevance to small countries has not been analyzed extensively. The 'small' country assumption has been used in **trade** models mainly for its **analytical** simplicity, and to characterize developing countries. A 'small' country is defined in terms of its inability to affect the world price of commodities. This limited definition precludes a discussion of many relevant aspects of international trade pertaining to small countries. The small country is defined to be the

one with high marginal cost.

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01181668 ORDER NO: AAD91-32185

TRADE BARRIERS AND CORPORATE STRATEGIES: WHY SOME FIRMS OPPOSE IMPORT PROTECTION FOR THEIR OWN INDUSTRY (INTEREST GROUPS)

Author: SALORIO, EUGENE M.

Degree: D.B.A.

Year: 1991

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Source: VOLUME 52/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2195. 345 PAGES

Descriptors: BUSINESS ADMINISTRATION, GENERAL; ECONOMICS, AGRICULTURAL; POLITICAL SCIENCE, INTERNATIONAL LAW AND RELATIONS

Descriptor Codes: 0310; 0503; 0616

The members of an industry often join together to press collectively for the imposition of trade barriers as a means of improving their industry's profitability by transferring wealth to it at the expense of the rest of society. Alternatively, protection may affect industry members unevenly, leading not simply to a transfer of wealth from outside the industry but also to a redistribution within it. In the latter circumstance, firm's trade policy preferences are likely to conflict, provoking competition in political or legal spheres.

Through an examination of 38 separate U.S. Tariff Commission and International Trade Commission investigations, it was **determined** that internal divisions typically resulted when industry members enjoyed varying degrees of market power or employed different competitive strategies. Conversely, where firms enjoyed similar market power or where their strategies and operating configurations were more alike, none tended to oppose protection. In essence, as evidenced in both the qualitative and statistical analyses presented in this dissertation, asymmetry provoked conflict.

Although no single factor could provide a complete explanation for the presence or absence of internal dissension, several variables drawn from the industrial organization literature pointed clearly toward different tendencies. The level of industry concentration, variations in linkages with upstream and downstream industries, the existence of markets for intermediate products within the industry itself, product differentiation, international operations, and the existence of diversified firms within the industry, were shown to have important effects on the propensity for some firms to oppose the protectionist efforts of their fellow industry members.

The attitude of dissenting firms was inherently strategic; they based their stance not on protection's impact on the industry as a whole, but rather on its effect on their own relative competitive position within the industry. In like fashion, the targets of many firms supporting protection often appeared to be not merely foreign exporters, but also domestic **industry rivals**. Hence, patterns of strategic competition in domestic product-markets often spilled over into the ostensibly impartial and apolitical system of administered protection.

19/5/21 (Item 9 from file: 35)

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1056822 ORDER NO: AAD89-07342

PERCEPTUAL DISPERSION IN A COMPETITIVE MARKET

Author: YOUNG, MURRAY ARNOLD

Degree: PH.D.

Year: 1988

Corporate Source/Institution: THE OHIO STATE UNIVERSITY (0168)

ADVISER: PETER R. DICKSON

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Descriptors: BUSINESS ADMINISTRATION, MARKETING; BUSINESS
ADMINISTRATION, MANAGEMENT
Descriptor Codes: 0338; 0454

Strategic planning frequently involves an assessment of how the organization is regarded by key customers and major suppliers. Such evaluations are typically part of an environmental or marketing audit.

This study uses the political economy paradigm with constituency theory and impression management theory to examine how closely a firm's view of itself was mirrored by other **market** participants. These theories facilitate **comparison** of not only mean or average perceptions but also the variability (i.e., dispersion) of perceptions of an organizations relative competitiveness.

A mail questionnaire was used to gather data from producers, distributors and end-users of veterinary pharmaceuticals. Multiple respondents in six manufacturer and five distributor firms supplied evaluations of the competitive standing of their own firm, their competitors and members of their **marketing** channel. Distributors were also **evaluated** by veterinarians. Correlational analyses were used to examine similarity of means and variances on twenty-two aspects of a firm's total product offering.

The results indicate that at the distributor level perceptions of competitive standing held by general managers do not differ significantly from perceptions of marketing managers. Substantial differences were found, however, between firms' self-perceived competitive standing and competitiveness as evaluated by **suppliers**, **competitors** and customers. Variability in distributors' self perceived competitiveness was positively though weakly related to variability in supplies' assessments of distributors' competitive standing. Firms who sold to or **purchased** from distributors did not **evaluate** intermediaries' competitiveness more favorably than did other distributors.

Conclusions reached were: (a) the level of inter-firm agreement on competitive abilities of current and potential exchange partners assumed in **transaction** cost **analysis** is open to question; (b) though individuals may vary in their assessment of their own company's competitive standing, other market participants may not detect such intra-firm perceptual dispersion; and, (c) studies of multiple firms at multiple levels of an industry can provide theoretically intriguing, managerially useful insights beyond those attained in dyadic studies.

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1043612 ORDER NO: AAD89-03809

**THE INFORMATION CONVEYED BY ANNOUNCEMENTS OF STOCK REPURCHASE TENDER
OFFERS: A STUDY OF STOCK RETURNS OF INDUSTRY RIVALS**

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Year: 1988

Corporate Source/Institution: UNIVERSITY OF OREGON (0171)

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Source: VOLUME 49/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

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Descriptors: ECONOMICS, FINANCE

Descriptor Codes: 0508

Previous research in corporate finance documents that on average stock prices increase dramatically when firms announce stock repurchase tender offers. Although a small tax or expropriation effect cannot be ruled out, it is generally believed that disclosure of new information about the firm's future net cash flows is the most plausible explanation for this sizeable stock price increase. However, the specific nature of the information that investors infer from repurchase announcements and use to reassess share values is not well understood.

This dissertation investigates the information content of repurchase announcements by examining the effects of repurchase tender offers on the stock prices of other firms operating in the same industry. I present theoretical arguments which explain why repurchase announcements can lead investors to revise their assessments of industry demand and cost functions and illustrate the types of changes that can lead to positive, negative or zero stock price effects for rivals. I also illustrate how the repurchasing firm's stock price change and the repurchasing firm's **market** share can **determine** the magnitude of stock price effects for rival firms.

On average rival stock prices are unaffected by repurchase announcements. However, significant rival stock price effects are observed for a subset of announcements which, ex ante, were viewed as most likely to have valuation consequences for rivals. Announcements by firms with large market shares which have substantial stock price effects for the repurchasing firm appear to be unfavorable for rivals.

The findings of this study are not clear on whether the predominant effect of repurchase tender offer announcements is firm-specific or industry-wide. However, there is evidence that information transfers occur for some repurchases. This evidence is interesting because it provides additional support for the view that investors respond to repurchase announcements by revising their assessment of future net cash flows. The evidence also provides some insight into the nature of the reassessment that investors make. A negative stock price reaction for rival firms is consistent with (1) a firm-specific decrease in the repurchasing firm's marginal costs or (2) a shift in industry market shares.

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1018386 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.

STRATEGIC MARKETING MIX--COMPETITION AND HOLDING IN SWEDISH FOREST INDUSTRY COMPANIES

Original Title: STRATEGISK MARKNADSFORINGS MIX--KONKURRENS OCH UPPBINDNING
I SVENSKA SKOGSINDUSTRIFORETAG

Author: AHGREN, URBAN

Degree: AGR.

Year: 1988

Corporate Source/Institution: SVERIGES LANTBRUKSUNIVERSITET (SWEDEN) (0697)

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Descriptors: BUSINESS ADMINISTRATION, MARKETING

Descriptor Codes: 0338

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The framework presented in this study offers a possibility to describe and analyze the marketing circumstances implied by an industrial market.

The basis of the framework is the argument, developed in the thesis, that in general neither a clear competitive nor a holding strategy is a satisfactory guide for companies to follow. Instead, a balance between competitive and holding strategies should be aimed at. The **data** of the study show that the companies in practice try to achieve this.

The mentioned balance is called strategic marketing mix and is the analytical focus of the study. Empirically the balance is measured along so called dimensions, which together give a broad picture of the strategies employed.

The framework has been developed and used to reflect the conditions in the Swedish forest industry. The products which have been studied are newsprint, kraftliner and sawn timber. By interviewing **persons** responsible for marketing in the **different companies**, and using supplementary **data**, the strategic marketing mixes of the companies have been described and **evaluated**.

The study shows that **traditional** models for competitive as well as

holding strategies, unsatisfactorily describes the complex connections which represent an industrial market. The present framework, however, succeeds to describe the dynamics in the studied marketing cases. As a result it has also been possible to relate the practised marketing strategies and strategic dimensions to relative success.

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861198 ORDER NO: AAD84-21930

INTERNATIONAL RIVALRY , INTRA- INDUSTRY TRADE, AND THE EFFECTS OF TRADE POLICIES

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Degree: PH.D.

Year: 1984

Corporate Source/Institution: THE UNIVERSITY OF WISCONSIN - MADISON (0262)

Source: VOLUME 45/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
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Descriptors: ECONOMICS, GENERAL

Descriptor Codes: 0501

The aim of this thesis is to reexamine and extend the various topics in the recent literature of oligopolistic rivalry in international trade.

Chapter one is an extension of the original paper by Brander (1981), who examined the issue of intra-industry trade of identical products. In the chapter I looked systematically at how different formulations of the conjectural variations and the cost functions can influence Brander's results, e.g. if fixed cost is postulated in the export cost function, then two-way trade may not occur. Conditions for the existence of intra-industry trade are found and simple comparative statics exercises are done to see how the extent of trade varies with different parameters. One result is that domestic monopoly power makes two-way trade more likely and it also enhances the amount of trade.

Chapter two and three address the issue of the effects of various trade policies in the context of intra-industry trade. It is seen that a tariff will be equivalent to a quota under the Cournot-Nash regime, but will not be equivalent using the Stackelberg and consistent conjecture formulations. Also, an antidumping duty may decrease national welfare and will not be able to eliminate dumping. A home informational subsidy, however, will increase home firm's profits and reduce foreign consumer's surplus.

Chapter four focuses on the question of international cartels. A tariff is shown to have an international antitrust property, whereas domestic antitrust can encourage the formation of an international export cartel. Stabilization of prices such as those advocated by the NIEO can be interpreted as a means to stabilize international collusion.

The last chapter emphasizes the role of labor unions in international rivalry. Profit-sharing is found to be a desirable labor-firm arrangement. Labor market policies such as wage subsidies and wage controls are policies that can enhance national welfare, whereas increasing unemployment compensation at home will benefit domestic labor and hurt the domestic firm.

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850357 ORDER NO: AAD84-17066

MEETING THE NEEDS OF SMALL BUSINESS THROUGH BIOLA UNIVERSITY'S BUSINESS RESEARCH COURSE (ENTREPRENEUR, COOPERATIVE, CAPSTONE; CALIFORNIA)

Author: LINAMEN, LARRY HAROLD

Degree: ED.D.

Year: 1984

Corporate Source/Institution: BALL STATE UNIVERSITY (0013)
Source: VOLUME 45/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1275. 128 PAGES
Descriptors: EDUCATION, BUSINESS
Descriptor Codes: 0688

The purpose of the study was to determine how the Business Research program at Biola University can meet the needs of small business. The Business Research program originated at Biola University was a capstone course for all business seniors in which student consulting teams used previous classroom and book knowledge to analyze and make recommendations to small business firms selected by the faculty.

An eighty-one item survey was administered by mail to forty-seven business firms which had participated in the business research course at any time during its seven year history. Responses from the thirty-eight firm administrators who returned the completed survey were analyzed with frequency distributions, measures of central tendency, Chi-square, Kendall's tau, a contingency table, and a summary of narrative statements.

Conclusions. (1) While Business Research students appear to benefit more from working with a corporation which contains a well developed management team, the client does not find student recommendations to be as valuable as a smaller, less sophisticated firm might. (2) Special emphasis should be placed on market research, relating to others, and ethical and moral values because clients appeared to value these skills and related them directly to their evaluation of the overall project. (3) As the program became more refined over time, businesses perceived faculty as more aware of business problems and found students better able to express themselves on paper. (4) **Evaluation** of teaching techniques in **sales** promotion, inventory control, accounts receivable and payable, computer usage, and **information** on **competitors** should be considered since **clients** tended to find student performance in these areas less than satisfactory.

19/5/26 (Item 1 from file: 99)

DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs
(c) 2002 The HW Wilson Co. All rts. reserv.

1268668 H.W. WILSON RECORD NUMBER: BAST95064450

The spying game

Hines, Joann R;

Tappi Journal v. 78 (Oct. '95) p. 259

DOCUMENT TYPE: Feature Article ISSN: 0734-1415 LANGUAGE: English

RECORD STATUS: New record

ABSTRACT: The use of competitive intelligence studies affords valuable assistance when making critical investment decisions. Competitive intelligence is a system of **information** generation. A competitive intelligence assessment of a new equipment **purchase** can help in **determining** if the investment is **customer** - or **competitor** -driven and can **analyze** how profitable the **purchase** will be.

DESCRIPTORS: Industrial espionage;

19/5/27 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2002 Info. Today Inc. All rts. reserv.

00525236 99IT02-018

OneSource releases European information

Information Today , February 1, 1999 , v16 n2 p17, 1 Page(s)

ISSN: 8755-6286

Company Name: OneSource **Information** Services

URL: <http://www.onesource.com>

Product Name: European Business Browser

Languages: English

Document Type: Product Announcement

Geographic Location: United States

Announces that OneSource of Cambridge, MA (800, 617) has released European Business Browser, which provides integrated **information** on 300,000 companies from 19 European countries. Says that the product is designed to enable **analysis** of **markets**, industries, **clients**, and **competitors** in a European context, combining **information** from Dun & Bradstreet and OneSource's search-and-report software. Adds that the service delivers company profiles, news, business and trade articles, industry intelligence, and financial **data**. Indicates that typical business applications for the **information** include **marketing**, new business development, **competitor analysis**, **industry** research, corporate finance, merger and acquisition analysis, and general business research. (JC)

Descriptors: Corporate **Information**; Online **Information**; Online Services; International Commerce; Financial Analysis; Business

Identifiers: European Business Browser; OneSource **Information** Services

19/5/28 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

(c) 2002 Info. Today Inc. All rts. reserv.

00510616 98IZ10-001

Closing the loop

Bonadio, Steve

Intelligent Enterprise, October 1, 1998, v1 n1 p8, 1 Page(s)

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

NEWS & ANALYSIS department focuses on enterprise resource planning (ERP), claiming that smart companies are learning that they can leverage their voluminous **data** by **analyzing** their business practices, **customers**, **markets**, and **competitors**. Explains that although ERP and decision-support technology evolved separately, these two types of systems are converging rapidly, driven primarily by customers' needs to do more with their **data**. Specifies that vendors are adding decision-support and **data** warehousing capabilities to their product suites, and they are now publishing their APIs and are employing more standard messaging protocols. Attention is given to the need for ERP vendors' decision-support offerings to pull **data** from, and access the metadata layer of, non-ERP apps. Discusses the continuing need for power analysis, specialized tools, and technical expertise for the tough questions. (jo)

Descriptors: Enterprise Computing; Planning; Decision Making; **Data** Warehousing; Messaging; Strategy; **Data** Analysis

19/5/29 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00483428 98CW01-106

Microsoft sets its sights on OLAP market -- Company releases SQL Server 7.0 beta

Stedman, Craig

Computerworld, January 12, 1998, v32 n2 p4, 1 Page(s)

ISSN: 0010-4841

Company Name: Microsoft

Product Name: SQL Server 7.0; Plato

Languages: English

Document Type: Product Announcement

Geographic Location: United States

Announces that Microsoft Corp. of Redmond, WA, will release a second beta of SQL Server 7.0 (\$NA) database upgrade, with built-in data warehousing tools and a variety of new features aimed at boosting performance and scalability; and a product code-named Plato (\$NA), which is an analysis server. Says that the company is getting ready to throw its

weight around the data warehouse market in a way that could mean price relief for users, and stiff competition for **rival vendors**. States that the company has its sights on the online **analytical** processing (OLAP) **market**. Notes that some **analysts** are predicting that Microsoft will change the decision support business in a big way. Includes one photo. (bjp)

Descriptors: Database; Server; Upgrade; Mass Storage; Data Analysis; Data Base Management; Decision Making
Identifiers: SQL Server 7.0; Plato; Microsoft

19/5/30 (Item 4 from file: 233)

DIALOG(R) File 233:Internet & Personal Comp. Abs.
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00295302 92CW11-406

Minicomputers -- Product Spotlight

Radding, Alan; Slater, Derek

Computerworld, November 30, 1992, v26 n48 p81-85, 5 Page(s)

ISSN: 0010-4841

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

PRODUCT SPOTLIGHT spotlights minicomputers as a downsizing option for budget-conscious corporate installations. Featured articles include 'Downsizing without the fuss' (p. 81-82), 'Rehosting' contenders' (p. 83) and 'Halfway to client/server' (p. 85), all by Alan Radding. Also includes a **Buyers** Scorecard by Derek Slater **comparing** user satisfaction with four different minicomputer models contributed by **different vendors** as well as a Lab Report presenting results of TPC-A benchmark tests ranking minicomputer speeds. (PAM)

Descriptors: Minicomputer System; Downsizing; Survey; Consumer Information; Hardware Evaluation

19/5/31 (Item 1 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
(c)2002 Info.Sources Inc. All rts. reserv.

00094582 DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Transaction Server (632147); R/3 (366366)

TITLE: SAP to show R/3 links to Internet

AUTHOR: Kerstetter, Jim

SOURCE: PC Week, v13 n32 p1(2) Aug 12, 1996

ISSN: 0740-1604

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

SAP America's Internet Transaction Server (ITS) will soon be available to give users tools for translating documents to Hypertext Markup Language (HTML) format for use on the Internet. ITS is the first of many offerings from SAP planned for release by year-end 1996. It will use **information** written in SAP's proprietary ABAP 4 language for SAP R/3 client/server (C/S) business applications and translate it for use with any standard World Wide Web server. ITS can generate HTML on-the-fly and use it in templates that act as an interface for corporate intranet users, customers, and suppliers on the Internet. ITS represents SAP's entry to the client/server (C/S) Internet marketing arena, and it is a worthy **competitor**, although not a cutting edge technology, says an **analyst**. SAP can potentially increase **markets** significantly because many of their **customers** want to integrate the Internet over the supply chain.

COMPANY NAME: SAP America Inc (524697)

SPECIAL FEATURE: Charts

DESCRIPTORS: Electronic Publishing; File Conversion; HTML; Interfaces;
Internet Marketing; Internet Utilities; Intranets; Manufacturing
REVISION DATE: 20010630

19/5/32 (Item 2 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
(c)2002 Info.Sources Inc. All rts. reserv.

00073395 DOCUMENT TYPE: Review

PRODUCT NAMES: CrossTarget (366731); Oracle 7 (004233)

TITLE: Executive Systems...: EIS/DSS Paves Way to Improved Analysis
AUTHOR: Bartlett, Jeffrey
SOURCE: Open Systems Today, v167 pSF3(4)(PSf10) Jan 23, 1995
ISSN: 1061-0839

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

A world-renowned manufacturer of analytical instruments uses the CrossTarget executive **information** system/decision support system (EIS/DSS) to enhance **information** delivery and analysis. The product is part of a **data** warehouse project, running on a SPARCserver 1000 with the Oracle 7 relational database management system (RDBMS), which provides the **data** warehouse. CrossTarget tracks and analyzes order **information** globally for 120 users, but the manager of end-user solutions predicts that 500 users will be online by the end of 1996. Top executives like CrossTarget's client/server flexibility, which quickly allows access to all **information** levels. Order analysis and **customer** class definition are easier to accomplish, and **sales** commissions are now **determined** using CrossTarget **data**. The company will also use CrossTarget to **analyze competitor information**, in **order** to expand its markets.

COMPANY NAME: Dimensional Insight Inc (513571); Oracle Corp (010740)
DESCRIPTORS: Client/server; Database Management; Decision Support Systems;
EIS (Executive **Information** Systems); Manufacturing; Network Software;
Oracle
REVISION DATE: 19990530

19/5/33 (Item 1 from file: 474)

DIALOG(R) File 474:New York Times Abs
(c) 2002 The New York Times. All rts. reserv.

07062152 NYT Sequence Number: 034045950210

AST IN TALKS WITH SAMSUNG

New York Times, Col. 3, Pg. 3, Sec. D
Friday February 10 1995

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

AST Research Inc, one of largest **personal** computer makers, which **analysts** say has been losing **market** share to **rivals** like AT&T and Hewlett-Packard, says it is talking with Samsung Electronics Co, South Korea, as well as other companies it does not identify, about potential 'significant minority investment' in AST and possible 'strategic business arrangements'; analysts say AST could use partner with deep pockets to stay competitive in personal computer market; in separate announcement, AST's computer unit and Texas Instruments say they have reached cross-licensing agreement covering personal computer patents and calling for AST to periodically pay royalties to Texas Instruments; AST stock price graph (M)

SPECIAL FEATURES: Graph

COMPANY NAMES: AST RESEARCH INC; AT&T CORP; HEWLETT-PACKARD CO; SAMSUNG

. ELECTRONICS CO; TEXAS INSTRUMENTS INC
DESCRIPTORS: DATA PROCESSING (COMPUTERS); FINANCES; MERGERS,
ACQUISITIONS AND DIVESTITURES; PERSONAL COMPUTERS; LICENSES; ROYALTIES
PERSONAL NAMES: JONES, KATHRYN

19/5/34 (Item 1 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2002 The New York Times. All rts. reserv.

07992132 NYT Sequence Number: 000000980821

CORPORATE FOCUS: CONSERVATIVE STRYKER JOINS THE MERGER GAME IN A BIG WAY
MILLER, JAMES P
Wall Street Journal, Col. 3, Pg. 4, Sec. B
Friday August 21 1998
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Stryker Corp has announced a \$1.9 billion agreement to acquire longtime
industry rival Howmedica, the orthopedic-products division of Pfizer
Inc; **analysts** say the **purchase** represents a bolder and riskier move
than Stryker has undertaken in the recent past; the deal will nearly double
Stryker's revenue; charts (M)

SPECIAL FEATURES: Chart

COMPANY NAMES: STRYKER CORP; HOWMEDICA; PFIZER INC
DESCRIPTORS: MERGERS, ACQUISITIONS AND DIVESTITURES
PERSONAL NAMES: MILLER, JAMES P

19/5/35 (Item 2 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2002 The New York Times. All rts. reserv.

07904053 NYT Sequence Number: 000000960613

MICROSOFT WILL UNVEIL STRATEGY TO TOP RIVALS IN INTRANET SYSTEMS
Clark, Don
Wall Street Journal, Col. 1, Pg. 5, Sec. B
Thursday June 13 1996
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Microsoft Corp, in move to outflank **rival companies** in the
corporate **computing market**, is planning a new series of Intranet
products tied with existing Microsoft programs; will bundle a new version
of its Windows NT operating system with several other programs; chart (M)

SPECIAL FEATURES: Chart

COMPANY NAMES: Microsoft Corp
DESCRIPTORS: COMPUTERS AND INFORMATION SYSTEMS; computer Software;
INTERNET AND WORLD WIDE WEB
PERSONAL NAMES: Clark, Don

19/5/36 (Item 3 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2002 The New York Times. All rts. reserv.

06285954

AT&T TO UNVEIL WIRELISS- DATA ALLIANCES
Wall Street Journal, Col. 1, Pg. 5, Sec. B
Monday November 16 1992
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

AT&T will announce today alliances with Matsushita Electric Industrial Corp, NEC Corp and Toshiba Corp that will give them the jump on rivals in the race to deliver wireless **data** services and equipment to millions of **consumers** and will quicken **market** development; **analysts** say the coming **market** could be larger than cellular phones and **rival personal** computers (M)

COMPANY NAMES: AMERICAN TELEPHONE & TELEGRAPH CO INC (AT&T); MATSUSHITA ELECTRIC INDUSTRIAL CORP; NEC CORP; TOSHIBA CORP
DESCRIPTORS: PARTNERSHIPS; NEW MODELS, DESIGN AND PRODUCTS

19/5/37 (Item 1 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09108501
RESOURCE FIRMS TURN TO SELLING OFF DIVISIONS
CANADA: RESOURCE FIRMS NEED TO RAISE CASH
Globe & Mail 19 Apr 1999 s.B1
Language: ENGLISH

A lot of resource companies in Canada are struggling due to the prolonged weakness in prices of base metals, oil and forest products. In order to raise cash, but unable to increase bank borrowings, a number of companies now plan to sign more than CA\$2.2bn worth of transactions, including selling once-prized divisions. For example paper maker Smurfit-Stone Container has filed a prospectus for selling a 41% stake in Abitibi-Consolidated. Nova Chemicals plan to sell off their CA\$38.8mn worth of shares in energy **marketing** firm Dynegy. The proceeds, **estimated** at CA\$645mn, will be used to acquire a **rival** polyethylene **producer**.

COMPANY: DYNEGY; NOVA CHEMICALS; ABITIBI-CONSOLIDATED; SMURFIT-STONE CONTAINER

PRODUCT: Nonferrous Metals (3330); Crude Oil (1311); Oil (2910); High Density Polyethylene (2821HD); Forestry (0800); Wood & Wood Products (2400); Paper & Allied Products (2600);
EVENT: Commodity & Service Prices (72); Company Reports & Accounts (83);
COUNTRY: Canada (2CAN);

19/5/38 (Item 2 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09033283
Music industry **analyses** online **market**
UK: MUSIC INDUSTRY PREPARES TO GO ONLINE
Financial Times (FT) 15 Dec 1998 p.15
Language: ENGLISH

Andersen Consulting, the UK based consultancy firm, has been commissioned by the British Phonographic Industry to analyse how record companies can use the online market to their best advantage, what type of technology will they need to sell their products digitally and to monitor how other companies are selling music online. This has been described as the first step taken by the UK music industry to develop a system that will enable them to sell music over the internet. The music industry is understandably concerned that it could get pushed out of the market by **rival retailers** that are already selling products on the internet. However, by moving into digital retailing the record industry is keen to make sure that it retains the copyrights to the music it produces and sells.
(c) Financial Times 1998

COMPANY: BRITISH PHONOGRAPHIC INDUSTRY; ANDERSEN CONSULTING
PRODUCT: Records & Tapes (3652);
EVENT: General Management Services (26);

. COUNTRY: United Kingdom (4UK);

19/5/39 (Item 3 from file: 583)

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09031020

DFS hits record low in wake of sales warning

UK: SALES AT DFS AND COURTS HAVE SLIPPED

The Times (TS) 10 Dec 1998 p. 27

Language: ENGLISH

Shareholders present at the annual meeting of DFS were warned that sales have dropped off sharply over the past few weeks, with like for like **sales** down 9% **compared** with last year. The profit forecast has been cut by GBt 6mn to between GBt 22mn and GBt 24mn and shares dropped to a record low.

Rival furniture retailer Courts reported a similar trading picture in its interim results. Pre-tax profits were down 37% and the rate of expansion both in the UK and overseas is to be curtailed. Some 200 of Courts 300 stores are overseas. Table: Courts Six months to Sept 27 1998
Figures in GBt mn Current Previous/Change Turnover 224.9 210.4 6.89%
Pre-tax Profits 6.11 9.71 -37.07%

COMPANY: DFS; COURTS

PRODUCT: Furniture & Fixtures (2500);

EVENT: Company Reports & Accounts (83);

COUNTRY: United Kingdom (4UK);

19/5/40 (Item 4 from file: 583)

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09028099

GM's November Sales Fell 5% in U.S.

US: GM RECONSIDERS AS SALES DROP 5%

Wall Street Journal Europe (WSJ) 04-05 Dec 1998 p.7

Language: ENGLISH

Executives at General Motors Corp. (GM), the US car and truck manufacturer are considering whether to offer larger discounts to boost sales as the company reported a 5% drop in US **sales** for November 1998, **compared** with a 1% increase in sales at **rival manufacturer**, Ford Motor Co. Overall, truck sales continued to drive the market which reached an annual rate of 15.5mn vehicles after seasonal adjustments, which was lower than October 1998, but nevertheless robust. However, GM has suffered partly because of shortages of its new Chevrolet Silverado and GMC Sierra large pick-ups, as other companies have benefited from the boom in truck sales. In order to regain a 30% share of the market after dropping to 28.9% in November 1998. GM may reconsider its discount strategy, as dealers claim that the company should offer larger discounts on a number of products including the Chevrolet Lumina mid-size sedan.

COMPANY: FORD MOTOR; GM; GENERAL MOTORS

PRODUCT: Cars (3711CA); Commercial Vehicles (3711CV);

EVENT: Company Reports & Accounts (83); Marketing Procedures (24);

COUNTRY: United States (1USA);

19/5/41 (Item 5 from file: 583)

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09000671

Jaguar poised for S type surge

UK: JAGUAR TO LAUNCH S TYPE SALOON

Financial Times (FT) 13 Oct 1998 p.25
Language: ENGLISH

Jaguar, the <UK> based luxury car manufacturer, is predicting turnover of GBt 2.5bn for 1998 based on record **sales** of an **estimated** 50,000 cars, up 20% from 1997, and hopes that its new model, the S type saloon will speed up its return to profitability, which has been growing steadily since its following GBt 1.5bn loss reported after its take-over by Ford in early 1990. The new medium sized car will be launched at the Birmingham motor show in October 1998 and will be available from March 1999. Jaguar is hoping that the car will notch up sales of around 80,000 during 1999, as it competes with **rival manufacturers** ' products from Germany including BMW's 5 Series. In addition, Jaguar plans to spend a further GBt 600mn on its X400 "Baby Jag", which is due to be launched in 2001. Designed to compete with BMW's 3 Series, the car will be assembled at Ford's plant in Halewood on Merseyside.

(c) Financial Times 1998
COMPANY: FORD; BMW; JAGUAR

PRODUCT: Cars (3711CA);
EVENT: Product Design & Development (33); Planning & Information (22);
COUNTRY: United Kingdom (4UK);

19/5/42 (Item 6 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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06700094
Sports Division hits JJB price
UK: LOWER SALES AT SPORTS DIVISION HIT JJB SPORTS
The Times (TS) 08 Oct 1998 p.27
Language: ENGLISH

Although it announced an increase in interim pre-tax profit on turnover up 31% for the six months ending 31 July 1998, JJB Sports, the UK sports retailer has been hit lower sales at Sports Division, the **rival UK retailer** which it acquired in summer 1998. **Compared** with 1997, **sales** dropped 15% at Sports Division, causing a 27% fall in JJB's shares, while JJB's own shops have also reported a 4% drop in like for like sales. Nevertheless, David Whelan, chairman of JJB expects the company to perform satisfactorily over the rest of the financial year and envisages price cuts coming in over the next two years. JJB aims to open 19 stores by the end of its current fiscal year, with another 26 planned for 1999. The company is aiming for sales of GBt 1bn over the next two to three years. Table: JJB Sports Figures in GBt mn for six months to 31 July 1998

	Current	Previous/Change	Turnover	115.6	88.6	30.47%	Pre-tax
Profits	16.5	14.2	16.19%				

COMPANY: SPORTS DIVISION; JJB SPORTS

PRODUCT: Sporting Goods, Bicycle Stores (5941);
EVENT: Plant/Facilities/Equipment (44); Company Reports & Accounts (83);
COUNTRY: United Kingdom (4UK);

19/5/43 (Item 7 from file: 583)
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06693259
Charge!
UK: US CREDIT CARDS MOVE TO THE UK
Fortune International (FI) 28 Sep 1998 p.87-90
Language: ENGLISH

While credit cards are big business in the UK the European **market** is relatively minute in **comparison**. However, this factor has not deterred US financial companies from taking a chance and moving into Continental

Europe. It is a statistical fact that Europeans prefer to use their debit cards and have money taken directly from their accounts than to pay on credit. In fact, outstanding credit card debt stands at US\$ 6bn in Continental Europe, compared to US\$ 240bn in the US. In the UK this figure stands at US\$ 21bn and is the largest market in Europe. While UK banks such as Barclays still dominate the UK market US companies have begun to make themselves known and now control some 7% of the market. In order to gain this market share the US companies have adopted two strategies ; the first has been to issue a co-branded affinity card with an already established company. They attract customers by offering rewards, although interest rates are higher than other cards. The other strategy is to offer interest rates that are much lower than a **rival company** . The US Citibank, is performing particularly well in Europe, and statistics have shown that the company has some 13.4mn cards in Belgium, Spain, Greece and Germany.

COMPANY: CITIBANK

PRODUCT: Credit Card Services (6020CC); Nonbank Credit Card Firms (6141);
EVENT: Sales & Consumption (65); Planning & Information (22);
COUNTRY: United Kingdom (4UK); European Community (4EC); United States (1USA);

19/5/44 (Item 8 from file: 583)

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06691360

Guidant to Acquire a **Rival Manufacturer** Of Heart Devices for About \$\
US: INTERMEDICS TO BE ACQUIRED BY GUIDANT
Wall Street Journal Europe (WSJ) 22 Sep 1998 p. 8
Language: ENGLISH

Swiss group Sulzer Medica's pacemaker unit, Intermedics, will be purchased by US-based Guidant, in a deal which will consolidate the buyer's position as the second largest global player in the cardiac rhythm device market. Indications are that Guidant, which is leading player in the electrical defibrillator sector, will pay US\$ 775mn-US\$ 850mn for Intermedics. The US\$ 1.8bn cardiac defibrillator sector is growing at around 30% annually, faster than the US\$ 2.5bn pacemaker **market** and **analysts** believe that the next major event in medical technology will entail the use of electrical devices to deal with heart failures. Intermedics' primary appeal to Guidant is its 200-strong overseas sales force together with the same number of US sales personnel.

COMPANY: GUIDANT; INTERMEDICS; SULZER MEDICA

PRODUCT: General Hospital Equipment (3841GH);
EVENT: Company Acquisitions (16);
COUNTRY: United States (1USA);

19/5/45 (Item 9 from file: 583)

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06501747

Schwab Expands in Hong Kong
HONG KONG: OPERATION REVIEW FOR CHARLES SCHWAB
The Asian Wall Street Journal (XKO) 31 Jul 1997 p.8
Language: ENGLISH

Charles Schwab Corp., a US-based discount stock brokerage firm had opened an office in Hong Kong for 5 months, it was reported that the rate at which accounts opened at the HK office is 50% faster than its US counterparts. In addition, Ms. Gloria Lau, the managing director of Schwab 's HK office, also said assets collected by the HK office during the 5-month period are 5 times larger than the amount of assets a typical US Schwab office

accumulates in 1 year. Ms. Lau said Schwab 's initiatives in the HK market include: 1) discounted front-end load of 2% for **customers** **buying** mutual funds from Schwab, **compared** with 3-5% offered by its **competitors** . 2) availability of on-line trading of US stocks, options and Treasuries to clients. For the future, Ms. Lau said the HK office will launch 'On-line mutual-fund trading' within the next few weeks. Schwab 's customers will then be able to select from 140 HK-authorized mutual funds and 11 fund families, plus 180 overseas-registered funds and 14 fund families. *

EVENT: Companies Activities (10); Planning & **Information** (22);

COUNTRY: Hong Kong (9HON); United States (1USA);

19/5/46 (Item 10 from file: 583)

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06485287

Local Seagate distributor bags award

PHILIPPINES: MILLENNIUM BAGS DISTRIBUTOR AWARD

Computerworld Philippines (AKA) 15 Jun 1997 P.7

Language: ENGLISH

Millennium Computer Technology Corporation has recently bagged Seagate Technology's Asia-Pacific Distributor of the Year award in the Philippines. The award covers Millennium's superior vendor support and outstanding sales performance. Millennium is a local distributor of Seagate hard disks since 1991 and has successfully established a 4,000 strong dealer network in the country. The company's success is attributed to its **client** value-added services, innovative marketing programmes and effective product **marketing** , as **compared** to **other distributors** . Millennium will continue to increase Seagate's hard disk distribution business, operate more end-user seminars and formulate more creative marketing strategies.

COMPANY: SEAGATE TECHNOLOGY; MILLENNIUM COMPUTER TECHNOLOGY

PRODUCT: Magnetic Media/Drives (3679MM);

EVENT: Product Standards (35); Planning & **Information** (22);

COUNTRY: Philippines (9PHI); United States (1USA);

19/5/47 (Item 11 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06458379

SMHI SALJER VADER TILL REKLAMBYRAER

SWEDEN: THE IMPACT OF WEATHER ON ADVERTS

Svenska Dagbladet (XUX) 13 Apr 1997 p.02

Language: SWEDISH

Weather has an effect on the impact of advertising in Sweden. On the one hand, weather conditions have an effect on people's consumption patterns so that they for example buy more candy and chips when it rains and more sour-milk products when the sun is shining and on the other hand, people's impression of advertising seems to be dependent on weather conditions. Thus, the Swedish weather forecasting company SMHI and Nordisk mediaanalys have decided to join forces to launch a product called "Advance" which among other things provides companies with counselling regarding adverts suitable for weather conditions. This service will also include **information** about the position of the companies' **trademarks** **compared** with their **rivals** . This **information** will be based on **consumer** interviews carried out by Nordisk mediaanalys.

COMPANY: NORDISK MEDIANALYS; SMHI

PRODUCT: Advertising (7310); Marketing (9914);

EVENT: Product Design & Development (33); Company Formation (14);

19/5/48 (Item 12 from file: 583)
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06412164

Shares in CompUSA Plunge On Poor Same-Store Sales

US: SLOW SALES GROWTH FOR COMPUSA

Wall Street Journal Europe (WSJ) 03 Jan 1997 p.3

Language: ENGLISH

A stagnant personal computer market, as some consumers seeming to wait for the launch of new technology, held back sales at CompUSA, the computer retailer based in Dallas, Texas, in the second quarter to December 1996. However, while the growth of 1.5% for same-store sales was below analysts' expectations of 5%, CompUSA performed well compared to rival retailers thanks to the diversification of its business, which includes corporate and government services. Table: CompUSA Figures in US\$ bn .
Current Previous/Change Net Turnover 1.2 0.983 22.07%

COMPANY: COMPUSA

PRODUCT: Retail Trade (5200); Microcomputers (3573MI);

EVENT: Company Reports & Accounts (83);

COUNTRY: United States (1USA);

19/5/49 (Item 13 from file: 583)
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06373682

Ford chases 10% of Asian market

ASIA: 10% MARKET SHARE EYED BY FORD

Financial Times (FT) 04 Oct 1996 p.25

Language: ENGLISH

In order to capture an estimated rise in Chinese demand for all vehicles to 5mn by 2005, from 1.5mn in 1996, Ford (US vehicle manufacturer) intends to focus investment activity for new plants in China, in addition to Thailand and Asean states. An initial joint venture factory development in Thailand, for the production of Transit vans, will be the first step in Ford's expansion plan, outlined in October 1996. Ford aims to equal rival manufacturer, General Motors, by gaining a 10% share of the Asian vehicle market by 2005.

(c) Financial Times 1996

COMPANY: GENERAL MOTORS; FORD

PRODUCT: Cars (3711CA); Motor Vehicles & Parts (3710);

EVENT: Sales & Consumption (65); Plant/Facilities/Equipment (44);

Planning & Information (22);

COUNTRY: Thailand (9THA); Southeast Asia (92T); China (9CHN); United States (1USA);

19/5/50 (Item 14 from file: 583)
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06343796

Consumer information products being popular

WORLD: ASIA WILL BE MAIN PC MARKET BY 2000

Commercial Times (XKC) 23 Jul 1996 p.14

Language: CHINESE

Due to the fast development of Internet and Intranet as well as the liberation of telecom industry, it is predicted that the consumer electronic products market will grow immensely by year 2000. The consumer

Electronic products include network computer, set-top box, entertainment and educational players. US's IDC predicted that the global demand of personal computers will exceed 116 mn by 2000. Because of the fierce competition in computer industry, many makers increase the investment in regional **market** and IDC has **analysed** three trends of future computer market: 1. new Asia-Pacific **competitors** . 2. the **consumer** electronic products will be the main stream. 3. Changing regional alliance style and manufacturing direction of large personal computer makers. IDC found that HP, Acer, Dell and Compaq will have the greatest development potential. Japan, Asia Pacific, China and Latin America will have 30% annual growth and IDC predicted that the personal computer demand of Asia Pacific area will be 17.6 mn, 4.2 mn in China and 16 mn in Japan by 2000. *

COMPANY: COMPAQ; DELL; ACER; HP

PRODUCT: Computers & Auxiliary Equip (3573);
EVENT: Market & Industry News (60); Sales & Consumption (65);
COUNTRY: General Worldwide (0W);

19/5/51 (Item 15 from file: 583)
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06270993
Tandy Ceases Negotiations To Sell Chain to CompUSA
US: COMPUTER CITY RETAINED BY TANDY
Wall Street Journal Europe (WSJ) 21 Feb 1996 p.9
Language: ENGLISH

The rapidly developed 99-strong US retail chain, Computer City, which **analysts** claim is losing **sales** due to inexperienced management, is to be retained by <US electronics **retailer** > Tandy. **Rival** US **company** , CompUSA, has been in negotiations to purchase Computer City.

COMPANY: TANDY; COMPUTER CITY; COMPUSA

PRODUCT: Retail Trade (5200); Computers & Auxiliary Equip (3573); Consumer Electronics (3650);
EVENT: Company Acquisitions (16); Planning & Information (22);
COUNTRY: United States (1USA);

19/5/52 (Item 16 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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06193889
Vastaisku onnistui
FINLAND: VALIO STRIKES BACK ON ICE-CREAM MARKET
Kauppalehti Optio (XYA) 24 Aug 1995 p. 43-44
Language: FINNISH

Valio, <Finnish dairy giant>, managed to raise its market share in ice cream to over 53% in late July 1995. < **Rivaling company** > Ingman had over 20% and <Swedish> GB 15% of the market. Ami Wardi, MD of the ice-cream division of Valio, says the competition against multinational companies has not been without costs. Valiojddtelv has had to double its **marketing** expenditure **compared** to 1992. It now spends 5-10% of its net sales of approximately FMk 0.5bn (US 11.6bn) on media advertising. Wardi does not expect further foreign companies to penetrate the Finnish company with great expectations - except possibly through acquisition. Valiojddtelv is not after a market share of much over 50% in the long run. One fifth of its production is exported. The firm considers the neighboring markets of Finland especially attractive. The operations of Valiojddtelv are based on customer marketing (retail chains and wholesalers), profitability and brands. However, it will have to cut down its product range. Valiojddtelv focuses on its key brands such as 'Classic', 'La Gala', 'Pingviini' and 'Joke'. According to Wardi, ice-cream consumption has increased due to new

distribution channels and sales methods as well as increased advertising. Last year, Finns consumed 13.3 liters of ice cream per person, an increase of 2 liters per year.

COMPANY: JOKE; PINGVIINI; LA GALA; CLASSIC; VALIO; VALIOJAATELO

PRODUCT: Ice Cream (2024IC);

EVENT: Sales & Consumption (65); Planning & Information (22); Marketing Procedures (24); Market & Industry News (60);

COUNTRY: Finland (5FIN);

19/5/53 (Item 17 from file: 583)

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06187832

NatWest to trade in shadow of Leeson

SINGAPORE: NATWEST PLANS FUTURES TRADE

The Times (TS) 08 Aug 1995 p.22

Language: ENGLISH

National Westminster Bank of the UK has announced that from November 1995 onwards it will be trading Nikkei index futures, debt and currency futures on the Singapore International Monetary Exchange (Simex), as part of a plan to broaden its international derivatives operation. The company assured the market that there is to be no rogue **trading**, and that it was **determined** not to take the same rocky path as Barings and Nick Leeson. NatWest will be helped in this move after head-hunting two staff from **rival company** HSBC.

COMPANY: NATL WESTMINSTER BANK

PRODUCT: Securities & Commodities Exchanges (6230); Securities Dealers (6211); Debt & Equity Securities (E5640);

EVENT: Planning & Information (22);

COUNTRY: Singapore (9SIN); United Kingdom (4UK);

19/5/54 (Item 18 from file: 583)

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06022974

Alliance Poised With Offer For Castle Communications

UK/US: ALLIANCE PREPARES CASTLE TENDER OFFER

Wall Street Journal Europe (WSJ) 27 Jul 1994 p. 3

Language: ENGLISH

The major US independent recorded music distributor, Alliance Entertainment, is poised to offer around USD 37mn for 6.8mn shares in the publicly traded multimedia operation, Castle Communications of London, with around USD 12mn of the latter's debt to be taken on too. This friendly offer has the backing of management and institutions owning over 50% of the shares in Castle. Castle is known for its recorded music catalogue, which includes Motorhead, The Searchers and The Kinks, publishing and distributing a broad array of items, among them books and videocassettes. It earned around USD 2mn in the 12 months to 30 June 1994, with **sales** put at an **estimated** USD 54mn. Alliance has enjoyed rapid growth over the past couple of years via the purchase of five **rival distributors** and is expected to employ the Castle catalogue if successful to gain entry to the manufacturing sector. Alliance will fund the buy via a USD 180mn facility which Chase Manhattan's Chase Manhattan Bank unit is underwriting.

COMPANY: CASTLE COMMUNICATIONS; ALLIANCE ENTERTAINMENT

PRODUCT: Book Publishing (2731); Records & Tapes (3652);

EVENT: Company Acquisitions (16);

COUNTRY: United Kingdom (4UK); United States (1USA);

19/5/55 (Item 19 from file: 583)
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05984200
Drugs in upheaval
US: DRUG COMPANIES HAVING TO RETHINK MARKETING
Independent on Sunday (TIS) 08 May 1994 p.B3
Language: ENGLISH

Glaxo is faced with a tough decision after rival Smithkline Beecham acquired the US pharmaceutical benefit manager Diversified Pharmaceutical Services. It can either follow its rival or stand apart. Either way it could lose alot of money. Throughout the pharmaceuticals industry pressure is mounting on profits as the US changes the way it buys its healthcare. In the US there has been a large increase in the number of pharmaceutical benefit managers, companies that manage healthcare bills for employers. These managers buy in bulk and seek out the cheapest possible products and in doing so affect company's profits. Within a few years these managers could control 50% of the drug purchases made in the US. Is vertical integration the answer, grabbing a share of these organisation's profits? If rivals pursue this policy drug companies may find their **sales determined** PBMs owned by competitors. There only a few PBM's of any size in the US, and following moves by Merck, Smithkline and Pfizer, only one that remains free - PCS. Glaxo is believed to be holding talks. Another way forward could be to set up an alliance with a **rival** pharmaceuticals **company** capable of offering complimentary products. Glaxo could remain semi-independent, it is big enough to do this, but this article suggests that although it has alternatives time is fast running out.

COMPANY: PFIZER; DIVERSIFIED PHARMACEUTICAL SERVICES; GLAXO; SMITHKLINE BEECHAM; MERCK

PRODUCT: Drugs & Pharmaceuticals (2830);
EVENT: Company Reports & Accounts (83); Planning & Information (22);
Marketing Procedures (24);
COUNTRY: United Kingdom (4UK); United States (1USA);

19/5/56 (Item 20 from file: 583)
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05885636
Associated Metal finds a new owner
UK: MANAGEMENT BUY-OUT FOR ASSOCIATED METAL
Scotsman (SN) 09 Sep 1993 p.17
Language: ENGLISH

There has been a management **buy** -out **estimated** at around GBP 500,000 of Associated Metal led by managing director Phil Tolan from its former owner M&M. The company is one of Scotland's chief stainless steel sanitaryware producers. It produces handmade, welded and polished products which can be customised unlike those of its mass market **rivals** . The **company** will aim to expand its export trade with the Middle east.

COMPANY: M&M; ASSOCIATED METAL

PRODUCT: Vitreous Plumbing Fixtures (3261); Steel (3312ST);
EVENT: Company Acquisitions (16); Company Mergers, Buyouts & Divestments (15);
COUNTRY: United Kingdom (4UK);

19/5/57 (Item 21 from file: 583)
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05865805

THE REVIVAL OF MANDERS

UK: PROFILE OF MANDERS

Printing World (PGW) 09 Jun 1993 p.23

Language: ENGLISH

Manders, the paint and inks company which fought off a hostile takeover bid from **rival** paint **company** Kalon, had a pre-tax profit of GBP 9.04mn in 1992, up by 50%, on turnover up by 9% to GBP 110mn. The company fought off the takeover bid by Kalon in spite of forecasts that Kalon's bids would succeed. Kalon claims to have wanted to take over Manders in order to improve effectiveness, since their businesses complemented each other. Since 1986, when Roger Akers took over as Manders' chief executive, the company has invested GBP 25mn in refurbishment, and has also invested in new equipment and acquisitions. This has helped to raise the company's productivity to a more realistic level. In 1992, the company's employees were responsible for GBP 110mn in **sales**, **compared** with GBP 45mn in **sales** for the same number of employees in 1986.

COMPANY: KALON; MANDERS

PRODUCT: Printing Ink (2893); Paints & Allied Products (2850);

EVENT: Companies Activities (10);

COUNTRY: United Kingdom (4UK);

19/5/58 (Item 22 from file: 583)

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05856384

Erskine directors may make GBP148,000

UK: ERSKINE DIRECTORS SEES PROFITS FROM SHARES

The Times (TS) 14 May 1993 p.23

Language: ENGLISH

Erskine House Group, the office equipment distributor, could see its directors make a total GBP 148,790 profit before costs on shares acquired a few weeks ago, following a GBP 67.4mn bid for the company. Alco Standard, a **rival distributor** in the US, has placed a cash bid for Erskine via its UK unit.

COMPANY: ALCO STANDARD; ERSKINE HOUSE GROUP

PRODUCT: Wholesale **Trade** (5000); Office & Computing Machines (3570);

EVENT: Company Acquisitions (16);

COUNTRY: United Kingdom (4UK);

19/5/59 (Item 23 from file: 583)

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05498026

Prudential advises move to rival insurer

UK - PRUDENTIAL ASKS POLICYHOLDERS TO TRANSFER TO PROVINCIAL

Times (TS) 12 December 1992 p18

Prudential (UK), life insurer, will ask the 190k holders of its commercial policies to transfer to Provincial Insurance, **rival company**, when policies are due for renewal in May 1993. Provincial will pay commission to Prudential related to the number of transfers, which will total GBP7 mil at the most, according to **market estimates**.

COMPANY: PRUDENTIAL; PROVINCIAL INSURANCE

PRODUCT: Commercial Property Insurance (6330CP);

*EVENT: LICENCES & SALES AGREEMENTS (38);
COUNTRY: United Kingdom (4UK); OECD Europe (415); European Economic
Community Countries (419); NATO Countries (420); South East Asia Treaty
Organisation (913);

19/5/60 (Item 24 from file: 583)
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05472259

Marion Merrell Earnings Could Shrink Next Year
US - MARION MERRELL EARNINGS TO FALL IN 1993, SAYS ANALYST
Chemical Marketing Reporter (CMR) 16 November 1992 p35
ISSN: 0900-0907

Marion Merrell Dow's (MMD) earnings will fall 10% or more in 1993, says Paul Leming, chemical analyst, Kidder Peabody, vs consensus estimates of a 12% rise in EPS to USDlr2.75/share in 1993 vs USDlr2.46/share in 1992. The company's earnings grew 16% in the first three quarters of 1992, vs 14% growth in 1991. Some of MMD's major products will be under pressure in 1993, claims Leming. Nicodern, MMD's nicotine patch product, should have sales of over USDlr325 mil in 1992 vs USDlr129 mil in 1991, but growth will slow down in 1993, due to the **comparatively** rapid maturing of the **market** and the rise in market competitors to the current four vs three in second half 1992 and two at start 1992, says Leming. The patches are also costly and have caused skin irritation in some cases, while just 20% of patients stop smoking as a result of trying the patches. MMD's hypertension treatment, Cardizem, will have sales of approx USDlr1 bil in 1992, but the US patent for Cardizem expired on 05 November 1992 and approvals have already been given to generic **manufacturers** for **rival** products. Seldane, MMD's non-sedating antihistamine product, will have sales of approx USDlr900 mil in 1992, but the relabelling of the product last summer has affected the company, with the product now contra-indicated for use with the widely prescribed antibiotic, erythromycin. Some 25% of patients have also been found to suffer from insomnia as a result of taking Seldane D, Seldane incorporating a decongestant. Johnson & Johnson is due to launch Hismanal D, a decongestant product, in 1992/early 1993, which does not apparently cause sleeplessness.

COMPANY: MARION MERRELL DOW

PRODUCT: Drugs & Pharmaceuticals (2830); Central Nervous System Preps (2834CN); Antihistamines (2834AH);
EVENT: SHARE PRICES (75); COMPANY FINANCIAL **ANALYSIS** (85); RETAIL SALES (65);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

19/5/61 (Item 25 from file: 583)
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04952513

Allianz banks on a short-term loser
GERMANY - ALLIANZ BANKS ON A SHORT-TERM LOSER
Financial Times (C) 1992 (FT) 16 March 1992 p23

Allianz (Germany): in this article Uwe Haasen, chief executive, talks at length about the insurance group's purchase of the former east German state insurance monopoly, Deutsche Versicherungs (DVAG). Mr Haasen maintains that however expensive the acquisition may look now, it will cost **rival** insurance **companies** considerably more to establish themselves in eastern Germany at a later stage in its economic recovery. Although profits are not the priority, Allianz is taking steps to cut costs. Summing up, Mr Haasen says there is a misunderstanding among analysts about the costs of tidying up DVAG - that they tend to assume that DVAG was just a badly run company

which could be rationalised through the application of textbook management procedures. He points out that the required restructuring is much more fundamental than that. 'You've got to transfer the company from the old monopoly structure to our type of economy - and pay for the transition period and all the expenses of getting people used to our systems, to the market, to competition, to the western legal system.' It is possible the Allianz is exaggerating its woes in the east to ensure that the finance ministry does grant approval for the second part of the **transaction**. However **analysts** consider that, by normal short to medium-term financial criteria, the deal does not make sense. Also mentioned: Dresdner Bank, Deutsche Bank, Munich Re. (Abstract)**
Copyright: Financial Times Ltd 1992

COMPANY: ALLIANZ; DVAG

PRODUCT: Insurance (6300);
EVENT: CORPORATE STRATEGY (22); COMPANY PROFILE (10);
COUNTRY: Germany (4GER); OECD Europe (415); European Economic Community Countries (419); NATO Countries (420);

19/5/62 (Item 26 from file: 583)

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04582167

Paris puts brakes on Renault

FRANCE - VOLKSWAGEN WINS ADVERTISING LAWSUIT
Marketing (MG) 3 October 1991 p4
ISSN: 0025-3634

Renault (France), car manufacturer, has been told to end an advertising campaign by a court in Paris, France, after Volkswagen (VW) (Germany), **rival company**, claimed the adverts were illegal. The adverts, designed by Publicis, **compared** Renault **sales** in Germany with VW sales in France.*

COMPANY: REGIE NATIONALE USINES RENAULT; VOLKSWAGEN

PRODUCT: Family Cars (3711FC);
EVENT: MARKETING PROCEDURES - ADVERTISING (24);
COUNTRY: France (4FRA); Northern Europe (414); OECD Europe (415); European Economic Community Countries (419); NATO Countries (420); South East Asia Treaty Organisation (913);

19/5/63 (Item 27 from file: 583)

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04526329

Major Video Boosts Consolidation Moves

US - VIDEO TREND TO BE ACQUIRED BY MAJOR VIDEO
Billboard (BBD) 21 September 1991 p5
ISSN: 0006-2510

Video Trend (Des Plaines, IL), video wholesaler is to be acquired in principle by Major Video Concepts (Indianapolis, IN), **rival company**. The deal includes the Laser subsidiary of Video Trend. Video Trend is currently a subsidiary of Chas Levy, while Major Video is a subsidiary of Lacy Distribution. The acquisition will give Major/Video Trend a 14-15% share of the **market**, according to **industry estimates**, **rivalling** Ingram (LaVergne, TN) for second place, behind Commtron, which has 15-20% market share.

COMPANY: VIDEO TREND; MAJOR VIDEO CONCEPTS

PRODUCT: Videotape Sales & Rental Stores (5736);

EVENT: COMPANY ACQUISITION - 75% TO 100% (16);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

19/5/64 (Item 28 from file: 583)

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04302311

FIAT CHAIRMAN CLAIMS FORD SOLD CARS AT A LOSS
ITALY - FIAT CHAIRMAN CLAIMS FORD SOLD CARS AT A LOSS
Guardian (GN) 31 May 1991 p11

Ford, car manufacturer, has been accused by Giovanni Agnelli, chairman of Fiat, rival manufacturer, of selling its cars at a loss in Italy to gain market share. Ford's share of the market increased 3.9% to 11.3% in the first four months vs the year earlier period. Mr Agnelli, who claims that other European car manufacturers are taking advantage of the comparatively good market in Italy to boost otherwise falling sales, also called for greater unity among European car manufacturers to withstand Japanese access to the market.

PRODUCT: Cars (3711CA);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: Italy (4ITA); OECD Europe (415); European Economic Community
Countries (419); NATO Countries (420);

19/5/65 (Item 29 from file: 583)

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04140556

SALES OF UK LUXURY CARS FALL AFTER NEW TAX
US - SALES OF UK LUXURY CARS FALL AFTER NEW TAX
Times (TS) 11 March 1991 p5

Jaguar (UK), luxury car manufacturer, saw sales of its cars in the US fall to 551 units in January 1991, vs 1,523 units in the year earlier period, while Rolls-Royce (UK), rival manufacturer, saw sales down 50% to around 55 units. The figures also compare with Jaguar sales of 2,204 in December 1990 and Rolls-Royce sales of 200. The fall in sales is attributed to the new luxury tax introduced in the US on 1 January 1991, which applies to all goods over USD1r30k. The move results in European luxury cars contributing 80% of the USD1r2 bil revenue expected from the luxury tax on cars in the next five years, although they only account for 5% of the market.**

PRODUCT: Luxury Cars (3711LC);
EVENT: MARKET & INDUSTRY NEWS (60);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

19/5/66 (Item 30 from file: 583)

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02034296

IBM TO MAINTAIN COMPUTERS OF RIVAL MANUFACTURERS
US - IBM TO MAINTAIN COMPUTERS OF RIVAL MANUFACTURERS
International Herald Tribune (IHT) 4 August 1988 p11

IBM announced on 2 August 1988 that it will offer a new service to maintain computers manufactured by its competitors, when they are integrated with IBM computers. Technical Services Management service will involve subcontracting of repair work. Computer maintenance market of US was worth

USD14.8 bil in 1987, according to IDC, and will be worth USD21.1 bil pa by 1991. IBM earned USD8 bil from computer services in 1987, and has a workforce of 30k dedicated to this function. IBM's RT workstation is to have its performance increased by a factor of 100% every year to a year and a half, while software is added to the range. IBM obtained 3.9% of the scientific and engineering workstation **market** in 1987, in **comparison** with Apollo Computer with 21%, Sun Microsystems with 29%, Hewlett-Packard with 12% and DEC with 20%. Approximately 50% of RTs supplied are sold for business purposes, rather than the science and engineering market.

PRODUCT: Microcomputers (3573MI); Minicomputers (3573MN); Unix Operating Systems (7372UO); Computer Engineering Services (7377); Computer Services (COSV); CAD/CAM Mechanical Software (COSW);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

S#	Items	Description
S1	2	AU=(KRISS M? OR KRISS, M? OR CIBULSKIS P OR CIBULSKIS, P?)
S2	920652	ANALY? OR ESTIMAT? OR CALCULAT? OR DETERMIN? OR COMPAR? OR EVALUAT? OR COMPUTE OR COMPUTES OR COMPUTING
S3	840274	PURCHASE? OR BUY??? OR SALE? OR ORDER? OR TRAD? OR TRANSAC-T? OR SOLD OR MARKET? OR BOUGHT
S4	1200673	OTHER? OR ANOTHER OR DIFFERENT OR SECOND OR 2ND
S5	530698	SUPPLIER? OR PRODUCER? OR MANUFACTURER? OR USER? OR MERCHANT? OR COMPANY OR INDUSTRY OR COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTRIBUTOR? OR RETAILER?
S6	7401	COMPETITOR? OR RIVAL? OR CORRIVAL? OR ARCHRIVAL?
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S9	92895	S2(5N)S3
S10	25978	S4()S5
S11	32425	S10 OR S6
S12	246	S9(15N)S11
S13	89	S12(15N)S8
S14	43	S13 AND IC=G06F-017/60
S15	462	S5(5N)S6
S16	13	S9(15N)S15
S17	9	S16 AND IC=G06F-017/60
S18	48	S14 OR S17

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01394480

**Flexible system and method for standardizing communications and
decision-making across multiple business processes**
**Flexibles System und Verfahren zur Standardisierung von Datenflüssen und
Entscheidungsfindungen, die mehrere Geschäftsprozesse übergreifen**
**Systeme et methode flexible pour standardiser les communications et preneur
de decisions par des procedes d'affaires multiples**

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PATENT (CC, No, Kind, Date): EP 1180741 A2 020220 (Basic)

APPLICATION (CC, No, Date): EP 2001306921 010814;

PRIORITY (CC, No, Date): US 640169 000815

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 168

NOTE:

Figure number on first page: 3

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200208	1442
SPEC A	(English)	200208	7863
Total word count - document A			9305
Total word count - document B			0
Total word count - documents A + B			9305

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION time and resources by abandoning the project before it
reaches the next stage. If the **marketing** division **determines** that
more **data** (about **competitor** 's products, the viability or probability
of producing an operable or successful product, etc.) is...

18/3,K/2 (Item 2 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2002 European Patent Office. All rts. reserv.

00831894

Decision support system for the management of an agile supply chain
System zur Entscheidungsunterstützung für das Management einer flinken
Versorgungskette
Systeme d'aide de decision pour la gestion d'une chaine de l'alimentation

agile

PATENT ASSIGNEE:

PHILIPS ELECTRONICS N.V., (1489041), Groenewoudseweg 1, 5621 BA
Eindhoven, (NL), (applicant designated states: DE;FR;GB)

INVENTOR:

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Bakkalbasi, Omer, c/o Int. Octrooibureau B.V., Prof. Holstlaan 6, 5656 AA
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Bhaskaran, Kumar, c/o Int. Octrooibureau B.V., Prof. Holstlaan 6, 5656 AA
Eindhoven, (NL)
Desiragu, Ramki, c/o Int. Octrooibureau B.V., Prof. Holstlaan 6, 5656 AA
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Huang, Ying, c/o Int. Octrooibureau B.V., Prof. Holstlaan 6, 5656 AA
Eindhoven, (NL)
Krasinski, Ray, c/o Int. Octrooibureau B.V., Prof. Holstlaan 6, 5656 AA
Eindhoven, (NL)

LEGAL REPRESENTATIVE:

Peters, Rudolf Johannes (49051), INTERNATIONAAL OCTROOIBUREAU B.V., Prof.
Holstlaan 6, 5656 AA Eindhoven, (NL)

PATENT (CC, No, Kind, Date): EP 770967 A2 970502 (Basic)
EP 770967 A3 981230

APPLICATION (CC, No, Date): EP 96202971 961024;

PRIORITY (CC, No, Date): US 5860 951026; US 8101 951030; US 12327 960227;
US 22787 960730

DESIGNATED STATES: DE; FR; GB

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 347

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	EPAB97	659
SPEC A	(English)	EPAB97	45655
Total word count - document A			46314
Total word count - document B			0
Total word count - documents A + B			46314

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION Forecast). These two types of forecast are generated
using: Historical projection of past demand; Future **orders information**
; **Analysis** of the dynamics and characteristics of the overall **market**
and main **competitors** ; and **Analysis** of the impact of future special
commercial activities such as **sales** promotions. These **analyses** and
projections are grouped in five functional requirements that are
detailed in the rest of this section: Demand Characterization, Bottom-up
Demand Forecasting, Top-down Demand...

18/3,K/3 (Item 3 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

(c) 2002 European Patent Office. All rts. reserv.

00586712

Data processor with an integrated database and method therefor

Datenprozessor mit einer integrierten Datenbank und Verfahren dafur

**Processeur de donnees utilisant une base de donnees integree et methode
correspondante**

PATENT ASSIGNEE:

OLYMPUS OPTICAL CO., LTD., (259723), Hatagaya 2-43-2, Shibuya-ku,
Tokyo-to, (JP), (applicant designated states: DE;ES;FR;GB;IT)

INVENTOR:

Kouchi, Toshihito, c/o Intell. Prop. & Legal Dept., Olympus Optical Co.,
Ltd., 2-3, Kuboyama-cho, Hachioji-shi, Tokyo, (JP)
Kawada, Hitoshi, c/o Intell. Prop. & Legal Dept., Olympus Optical Co.,
Ltd., 2-3, Kuboyama-cho, Hachioji-shi, Tokyo, (JP)
Ogawa, Yoshiki, c/o Intell. Prop. & Legal Dept., Olympus Optical Co.,
Ltd., 2-3, Kuboyama-cho, Hachioji-shi, Tokyo, (JP)

LEGAL REPRESENTATIVE:

Winter, Brandl, Furniss, Hubner, Ross, Kaiser, Polte, Kindermann
Partnerschaft (100053), Patent- und Rechtsanwaltskanzlei Patentanwälte,
Rechtsanwalt Alois-Steinecker-Strasse 22, 85354 Freising, (DE)
PATENT (CC, No, Kind, Date): EP 584454 A1 940302 (Basic)
EP 584454 B1 990203
APPLICATION (CC, No, Date): EP 93107079 930430;
PRIORITY (CC, No, Date): JP 92111223 920430
DESIGNATED STATES: DE; ES; FR; GB; IT
INTERNATIONAL PATENT CLASS: G06F-017/60
ABSTRACT WORD COUNT: 216

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS B	(English)	9905	2239
CLAIMS B	(German)	9905	2167
CLAIMS B	(French)	9905	2788
SPEC B	(English)	9905	15092
Total word count - document A			0
Total word count - document B			22286
Total word count - documents A + B			22286

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION number of delivered goods, the examination result, etc.,
are displayed on the widow.

The integrated **data** base management system 52 extracts and processes
the analysis **data** of the self-company and **other companies** stored in
the an apparel **sales analysis** DB 536A of the integrated DB 53, so
that analysis **data** of the past sales results at each shop of the
self-company and the analysis...are displayed on the widow.

The integrated database management system 52 extracts and processes
analysis **data** of the self-company and **other companies** stored in the
an apparel **sales analysis** DB 536A of the integrated DB 53, so that
analysis **data** of the past manufacture and shipment results of the
self-company, analysis data of the...on the widow.

Moreover, the integrated database management system 52 extracts and
processes the analysis **data** of the self-company and **other companies**
stored in the textile **sales analysis** DB 536B of the integrated DB 53,
so that **analysis data** of the past **sales** results of the self-company
and the analysis **data** of general sales state of the similar goods are
displayed in the second window. In...are displayed on the window.

The integrated database management system 52 extracts and processes
analysis **data** of the self-company and **other companies** stored in the
textile **sales analysis** DB 536B of the integrated DB 53 and general
analysis data stored in the apparel **sales analysis data** DB 536A.
Thereby, **analysis data** of the past manufacture and shipment results
of the self-company, analysis **data** of the general sales state of the
similar goods, and analysis data of general sales...planer operates the
terminal 12 of the self-company, and obtains self-company or general (
other companies) **analysis data** and past trend, and **sales** result
analysis data from the apparel **sales analysis** DB 536A of the
integrated DB 53 by the integrated database management system 52.

Based...

18/3,K/4 (Item 1 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
(c) 2002 WIPO/Univentio. All rts. reserv.

00922187 **Image available**

TRACKING TRANSACTIONS BY USING ADDRESSES IN A COMMUNICATIONS NETWORK
SUIVI DE TRANSACTIONS A L'AIDE D'ADRESSES DANS UN RESEAU DE COMMUNICATIONS
Patent Applicant/Assignee:

E-CENTIVES INC, 6901 Rockledge Drive, Seventh Floor, Bethesda, MD 20817,
US, US (Residence), US (Nationality)
Inventor(s):

KOLLINS Eugene, 370 Clarence Avenue, Sunnyvale, CA 94086, US,
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HENDRIKSE Norbert, 1014 Grizzly Peak Boulevard, Berkeley, CA 94708, US,
GAUTHIER Paul, Department 13, P.O. Box 10195, Palo Alto, CA 94103, US,
TSO Michael, 20555 Ashley Way, Saratoga, CA 95070, US,

Legal Representative:

HOLMES Craig (et al) (agent), HICKMAN PALERMO TRUONG & BECKER, LLP, 1600
Willow Street, San Jose, CA 95125, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200256231 A2 20020718 (WO 0256231)
Application: WO 2001US49097 20011217 (PCT/WO US0149097)
Priority Application: US 2000747666 20001222; US 2000747651 20001222; US
2000747656 20001222

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 17701

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... other confirmation pages containing tracer images from the same
merchant for other transactions, or by **other merchants** (not
illustrated).

In step 616, IOM 308 **compares** the **order data** in the cookie to the
order **data** sent via the tracer images to determine whether the order as
described in the cookie...

18/3,K/5 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00908947 **Image available**

SHARING INFORMATION ABOUT PURCHASES

ECHANGE D'INFORMATIONS SUR DES ACHATS

Patent Applicant/Assignee:

AMAZON COM INC, 1200 12th Avenue South, Seattle, WA 98144, US, US
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Legal Representative:

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Seattle, WA 98111-1247, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200242977 A2 20020530 (WO 0242977)
Application: WO 2001US43301 20011120 (PCT/WO US0143301)
Priority Application: US 2000718445 20001120

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 5416

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description
Claims

Detailed Description

... else. For example, where a first user purchases a product as a gift for a **second user**, the **second user** may **determine** whether **information** about that **purchase** should be shared with **other users**. The **second user** may make this determination by any of the mechanisms described above. Alternatively, the facility may...

Claim

... selected items.

7 A method in a computing system for displaying to a first user **information** about a purchase made by a **second user**, comprising: receiving input from the first user to display a page describing a selected product; **determining** that the **second user** has **purchased** the selected product; and when displaying the page describing the selected product to the first...

...by a second user, comprising: receiving input from the first user to display a containing **information** about the **second user**; **determining** that the **second user** has **purchased** the selected product; and when displaying the page containing **information** about the **second user**, displaying within the page an indication that the selected product was purchased by the second...

18/3,K/6 (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2002 WIPO/Univentio. All rts. reserv.

00908925 **Image available**

AGGREGATION SERVICE

SERVICE DE REGROUPEMENT

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

HETHERINGTON Marion, 40 Underwood Street, Paddington, New South Wales 2021, AU, AU (Residence), AU (Nationality), (Designated only for: US)
MULLIGAN Peter, Level 11, 309 George Street, Sydney, New South Wales 1155, AU, AU (Residence), AU (Nationality), (Designated only for: US)
DONALDSON Darren, Level 8, 175 Pitt Street, Sydney, New South Wales 1155, AU, AU (Residence), AU (Nationality), (Designated only for: US)

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200242952 A1 20020530 (WO 0242952)
Application: WO 2001AU1519 20011122 (PCT/WO AU0101519)
Priority Application: AU 20001785 20001127; AU 20016030 20010629

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 6269

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... 26) RO/AU

You consent to us using, or sharing with third parties, your Aggregated **Data** for the purposes of statistical **analysis** of **market** trends or to compile aggregated **data** which does not personally identify you or any **other user** of the Service.

You consent to disclosure of your Personal information, Accessible **Data** and Aggregated **Data** to third parties, to the extent that such disclosure may occur in the provision of...

18/3,K/7 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00893470 **Image available**

SYSTEM AND METHOD FOR RENDERING CONTENT ACCORDING TO AVAILABILITY DATA FOR ONE OR MORE ITEMS

SYSTEME ET PROCEDE DE RENDU DE CONTENU SELON DES DONNEES DE DISPONIBILITE CONCERNANT UN OU PLUSIEURS ARTICLES

Patent Applicant/Assignee:

i2 TECHNOLOGIES INC, 11701 Luna Road, Dallas, TX 75234, US, US

(Residence), US (Nationality)

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200227625 A1 20020404 (WO 0227625)

Application: WO 2001US30787 20010928 (PCT/WO US0130787)

Priority Application: US 2000675415 20000929

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY

BZ CA CH CN CO CR CU CZ CZ (utility model) DE DE (utility model) DK DK

(utility model) DM DZ EC EE EE (utility model) ES FI FI (utility model)

GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV

MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU SD SE SG SI SK SK (utility

model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 6838

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... the item in inventory, priced at \$80 per item, with delivery within one week of **order** . If content server 14 **determines** that the availability **data** from the **second supplier** 18 satisfies the needs of an associated seller, the content server 14 may render content...

18/3,K/8 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00886075

SYSTEM AND METHOD FOR ONLINE VALUATION AND ANALYSIS
SYSTEME ET PROCEDE D'EVALUATION ET D'ANALYSE EN LIGNE

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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PIETREWICZ Brian, 1015 Washington Street, Apt. 34, Hoboken, NJ 07030, US,
US (Residence), US (Nationality), (Designated only for: US)

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200219218 A2 20020307 (WO 0219218)

Application: WO 2001US27011 20010831 (PCT/WO US0127011)

Priority Application: US 2000229292 20000901

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10641

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... a particular geographic area of a lone company or overlapping branches of multiple companies. (6) **Market share analysis** . This **analysis** provides the **user** with the ability to view **competitors** ' presence and percentage share in one or more selected companies' markets. In addition, a user...the selected analytic tool is for a mapping analysis which compares branches of a base **company** and a **competitor** .

23 The method of claim 5, wherein the selected analytic tool is for a **market share analysis** which provides **market** shares of a base company and a target company.

24 The method of claim 23...

18/3,K/9 (Item 6 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00885090

Image available

SYSTEM, METHOD, AND USER INTERFACE FOR MANAGING INTERMEDIATE HEALTHCARE
FACILITIES OVER COMPUTER NETWORKS
SYSTEME, METHODE ET INTERFACE UTILISATEUR PERMETTANT DE GERER DES UNITES DE
SOINS COURANTS SUR DES RESEAUX INFORMATIQUES

Patent Applicant/Assignee:

CENTRALINK LLC, Suite A, 611 North Canon Drive, Beverly Hills, CA 90210,
US, US (Residence), US (Nationality)

Inventor(s):

KASIRER Robert, Beverly Hills, CA,
WIELAND Florian, Laguna Hills, CA,
KOONTZ James, Diamond Bar, CA,
MAYNER Steve, Marina Del Rey, CA,
STRUNK Carl, Rancho Palos Verdes, CA,

Legal Representative:

STEWART David L (et al) (agent), McDermott, Will & Emery, 600 13th
Street, NW, Washington, DC 20005-3096, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200219221 A1 20020307 (WO 0219221)

Application: WO 2001US27092 20010831 (PCT/WO US0127092)

Priority Application: US 2000230218 20000901; US 2001265186 20010130; US
2001282876 20010411

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7837

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... information at step 1020. Optionally, step 1030, the ICF ordering
personnel can view the compliance **information** on a particular vendor
and compare the compliance **information** with **other vendors** who
supply the same goods or services to **determine** the appropriate
destination for the **order**. Once the order is completed, step 1040, the
ordering **information** is submitted by the selected vendor and the
compliance information updated. In stop 1050, that...

18/3,K/10 (Item 7 from file: 349)

DIALOG(R) File 349: PCT FULLTEXT

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00869162 **Image available**

DATA VISUALISATION SYSTEM AND METHOD

SYSTEME ET PROCEDE DE VISUALISATION DE DONNEES

Patent Applicant/Assignee:

COMPUDIGM INTERNATIONAL LIMITED, Level 16, Compudigm House, 49 Boulcott
Street, Wellington, NZ, NZ (Residence), NZ (Nationality), (For all
designated states except: US)

Patent Applicant/Inventor:

CARDNO Andrew John, Level 16, Compudigm house, 49 Boulcott Street,
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US)

MAHN Andreas, Level 16, Compudigm House, 49 Boulcott Street, Wellington,
NZ, NZ (Residence), DE (Nationality), (Designated only for: US)

SOPER Craig Ivan, Level 16, Compudigm House, 49 Boulcott Street,
Wellington, NZ, NZ (Residence), NZ (Nationality), (Designated only for:
US)

SMITH Warren Matthew, Level 16, Compudigm House, 49 Boulcott Street,

Wellington, NZ, NZ (Residence), NZ (Nationality), (Designated only for: US)

Legal Representative:

CALHOUN Douglas C (et al) (agent), A J Park, Huddart Parker Building, 6th floor, Post Office Square, P.O. Box 949, Wellington 6015, NZ,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200203248 A1 20020110 (WO 0203248)

Application: WO 2001NZ135 20010705 (PCT/WO NZ0100135)

Priority Application: NZ 505591 20000705; NZ 511734 20010515

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5381

International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... group of customers could be recorded and stored in a database, together with appropriate demographic data . This sample customer database could be made available to other merchants in order to estimate population viewing habits.

The interaction data is migrated to the data repository 40, generally by way of daily updates or in real time. It is advantageous...

18/3,K/11 (Item 8 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00866292

METHOD AND APPARATUS FOR PROVIDING MARKETING CONSULTATION

PROCEDE ET DISPOSITIF SERVANT A FACILITER UNE CONSULTATION COMMERCIALE

Patent Applicant/Assignee:

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Inventor(s):

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PETERSON Sherry, 3303 San Jose Street, Clearwater, FL 33759, US,

Legal Representative:

COHAN Gregory J (et al) (agent), Banner & Witcoff, Ltd., 28th floor, 28

State Street, Boston, MA 02109, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200199016 A2 20011227 (WO 0199016)

Application: WO 2001US19865 20010621 (PCT/WO US0119865)

Priority Application: US 2000212960 20000621; US 2000704091 20001101

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 4846

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... print media such as newspaper and magazines.

At step 112, the system provides a competitive **marketing analysis** that provides the user with **information** regarding their existing and potential **competitors** as well as their customers. At step 114 the system performs an advertising needs counseling...possible recommendations that is stored on the system. At step 112 the system analyzes the **information** entered by the user and displays a competitive **market analysis**. As part of the competitive **marketing analysis**, the system may display at step 314 a map, showing locations of **competitors** of the **user**, along with competitive business **information**, such as the average advertising expenditures for businesses in that particular area. The system may...

18/3,K/12 (Item 9 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00859479 **Image available**

CUSTOMER DECISION SUPPORT AT POINT-OF-SALE

ASSISTANCE A LA DECISION D'UN CLIENT SUR UN POINT DE VENTE

Patent Applicant/Assignee:

ISELECT PTY LTD, Level 1, Suite 1, 273 Willamstown Road, Port Melbourne, VIC 3207, AU, AU (Residence), AU (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

URPANI David, 46a Roslyn Street, Brighton, VIC 3186, AU, AU (Residence), AU (Nationality), (Designated only for: US)

Legal Representative:

FREEHILLS CARTER SMITH BEADLE (agent), 101 Collins Street, Melbourne, VIC 3000, AU,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200193119 A1 20011206 (WO 0193119)

Application: WO 2001AU652 20010601 (PCT/WO AU0100652)

Priority Application: AU 20007900 20000601

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7941

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... in Figure 11, a scoring computer 920 may be provided storing a database of **purchase** (inverted exclamation mark)tem. **evaluation data** or **other user** subjective **information**. The scoring computer 920 is accessible via a communications network to at least one of the server computers, to selectively provide the **purchase** item **evaluation data** and **other user** **information** stored therein.

Customer objective **information** and subjective information may also be

decoupled from the customer decision support system. As shown...

18/3,K/13 (Item 10 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00858385

METHOD AND APPARATUS FOR PROVIDING CUSTOMIZED INFORMATION

PROCEDE ET APPAREIL SERVANT A METTRE A DISPOSITION DES INFORMATIONS PERSONNALISEES

Patent Applicant/Assignee:

INTELLIBRIDGE CORPORATION, Suite 200, 3307 M Street, N.W., Washington, DC 20007, US, US (Residence), -- (Nationality)

Inventor(s):

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200191348 A1 20011129 (WO 0191348)

Application: WO 2001US16198 20010521 (PCT/WO US0116198)

Priority Application: US 2000205251 20000519

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15090

International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... information shared within the company; (4) what are strategic goals of the company and what **information** and intelligence will be most useful to attain these goals; (5) what topics, **competitors**, regions, and trends are most important to follow.

In **order** to **determine** current sources of **information**, the survey can gather **information** on the use and usefulness of daily newspapers, journals, industry papers, other publications, the company...

18/3,K/14 (Item 11 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00858339

DYNAMIC PRICING SYSTEM

SYSTEME DE TARIFICATION DYNAMIQUE

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200191001 A2 20011129 (WO 0191001)

Application: WO 2001US16116 20010518 (PCT/WO US0116116)

Priority Application: US 2000205714 20000519

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7877

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... seller, whereby the means for forecasting future sales volume at
different prices accounts for the **competitor** 's response.

11 The system of claim 1 further comprising for a means for **determining**
lost

sales data , whereby the means for forecasting future sales volume at
different prices accounts for the **competitor** 's response.

12 The system of claim I further comprising a means for alerting the
seller...

18/3,K/15 (Item 12 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00842053 **Image available**

SYSTEM AND METHOD FOR MANAGING PURCHASING CONTRACTS

SYSTEME ET PROCEDE DE GESTION DE CONTRATS D'ACHAT

Patent Applicant/Inventor:

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(Residence), US (Nationality)

Legal Representative:

AMATONG Alberto Q Jr (agent), Fulbright & Jaworski, L.L.P., Suite 5100,

1301 McKinney, Houston, TX 77010, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200175745 A1 20011011 (WO 0175745)

Application: WO 2001US10798 20010403 (PCT/WO US0110798)

Priority Application: US 2000194538 20000403; US 2001764178 20010117

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK

LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL

TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English
Fulltext Word Count: 22093

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... such information as legal name, address, phone, email address, and web site.

Further, the customer **information** may include such additional **information** as corporate division, industry, and applicable **sales** region. A **determination** (505) is then made whether **another supplier** is to be added. If so, the operator inputs supplier **data** for that supplier and for subsequent suppliers until no more suppliers are to be added...

18/3,K/16 (Item 13 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2002 WIPO/Univentio. All rts. reserv.

00835837 **Image available**

METHOD AND SYSTEM FOR CONDUCTING INTERACTIVE BUSINESS PROCESSES AND COMMUNICATIONS
PROCEDE ET SYSTEME PERMETTANT D'EFFECTUER DES TRANSACTIONS ET DES COMMUNICATIONS COMMERCIALES INTERACTIVES

Patent Applicant/Assignee:

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Legal Representative:

PADMANABHAN Devan V (et al) (agent), Dorsey & Whitney LLP, Pillsbury
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200169485 A1 20010920 (WO 0169485)
Application: WO 2001US4770 20010214 (PCT/WO US0104770)
Priority Application: US 2000189104 20000314; US 2000649830 20000829

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 19138

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... then be forwarded back to the buyers 160 once the dealers 162 have the pricing **data** back from the manufactures 164.

After the price quotation is sent back to a **buyer** 160, the **buyer** 160 may **compare** the offers from **different dealers** 162 and continue the purchase process with one of the dealers 162. Figure 20 depicts...

18/3,K/17 (Item 14 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00834616 **Image available**

METHOD AND APPARATUS FOR PROVIDING INTERNET BASED LEASE QUOTING SERVICE TO INTERMEDIATE AUTOMOBILE VEHICLE DEALERS

PROCEDE ET APPAREIL PERMETTANT DE FOURNIR UN SERVICE D'EVALUATION DE CREDIT-BAIL EN LIGNE A DES CONCESSIONNAIRES AUTOMOBILES INTERMEDIAIRES

Patent Applicant/Inventor:

COOK Jeffery A, Automotive Information Services, Inc., Suite 306, 3511 N. Hall Street, Dallas, TX 75219, US, US (Residence), US (Nationality)

Legal Representative:

PLATT Michael T (et al) (agent), Patton Boggs LLP, 2550 M Street, N.W., Washington, DC 20037, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200167210 A2-A3 20010913 (WO 0167210)

Application: WO 2001US7352 20010308 (PCT/WO US0107352)

Priority Application: US 2000520991 20000308

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU

LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA

UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 4606

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... select one from among the generated quotes
based on the quoted monthly lease payment and **other userspecified**
selection parameters.

Yet another object of the invention is to **compare** the
purchase -specific **data** against lender-specific parameters
stored in the database, the lender-specific parameters
including a maximum...

18/3,K/18 (Item 15 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
(c) 2002 WIPO/Univentio. All rts. reserv.

00831897 **Image available**

SYSTEM, AND METHOD FOR PREPAID ANONYMOUS AND PSEUDONYMOUS CREDIT CARD TYPE TRANSACTIONS

SYSTEME ET PROCEDE PERMETTANT DES TRANSACTIONS DE TYPE DE CELLES EFFECTUEES PAR CARTE DE CREDIT PREPAYEE ANONYME ET PSEUDONYME

Patent Applicant/Assignee:

SPRARKCHARGE INC, 260 Kearney Street, Suite 300, San Francisco, CA 94108, US, US (Residence), US (Nationality)

Inventor(s):

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KAZAKS Alex, 409 N. 24th Street, La Crosse, WI 54601, US,

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):
Patent: WO 200165494 A2-A3 20010907 (WO 0165494)
Application: WO 2001US6347 20010227 (PCT/WO US0106347)
Priority Application: US 2000185272 20000228; US 2001794688 20010227
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 11108

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description
... patent.

- 27 Competitive advertising is a form of advertising where the database is used to **determine** who the card holder has **purchased** from, and make a list of such card holders available to the **sellers ' competitors** . If an account holder is known to have purchased the goods or services of Company...

18/3,K/19 (Item 16 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00822194 **Image available**

SYSTEM AND METHOD FOR MANAGING A MILEAGE-FOR-STOCK REDEMPTION SERVICE
SYSTEME ET PROCEDE POUR LA GESTION D'UN SERVICE D'ECHANGE DE CREDITS
ACCUMULES CONTRE DES VALEURS

Patent Applicant/Assignee:

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135-725, KR, KR (Residence), KR (Nationality), (For all designated
states except: US)

Patent Applicant/Inventor:

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Legal Representative:

KIM Won-Ho (agent), 702, Teheran Building, 825-33, Yoksam-dong,
Kangnam-gu, Seoul 130-080, KR,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200155811 A2-A3 20010802 (WO 0155811)
Application: WO 2000KR527 20000524 (PCT/WO KR0000527)
Priority Application: KR 20003484 20000125; KR 200013186 20000315
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 13863

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... be described. In a case a user A requests the stock self-buying service and **another user** B requests the stock self-selling service, when the selling or **buying** request is **determined** to be acceptable, the selling or buying order is stored as stock buying/selling **data** in the stock 3o redemption service server. When the stock transactions are executed between the...

18/3,K/20 (Item 17 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00816846 **Image available**

BUSINESS MANAGEMENT SYSTEM

SYSTEME DE GESTION D'AFFAIRES

Patent Applicant/Assignee:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200150385 A2 20010712 (WO 0150385)

Application: WO 2000US35383 20001221 (PCT/WO US0035383)

Priority Application: US 99476754 19991230

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15004

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... the other objects in the investment module. In alternate embodiments, the priority level could be **calculated** b9sed on **comparison** to external **market data** regarding the market as a whole, to the performance of the **company** 's nearest **competitors** , or to any of the performance indices commonly used to gauge the value of an...

18/3,K/21 (Item 18 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00816843 **Image available**

INVESTMENT MANAGEMENT SYSTEM

SYSTEME DE GESTION DE VALEURS MOBILIERES

Patent Applicant/Assignee:

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• (Residence), US (Nationality), (For all designated states except: US)
Patent Applicant/Inventor:
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, NG (Nationality)
SO Joseph, 8 Washington Court, Apt. 302, Stamford, CT 06902, US, US
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BUFFONE Richard, 41 Monroe Street, Pelham Manor, NY 10803, US, US
(Residence), US (Nationality)

Legal Representative:

PEREZ Daniel F (et al) (agent), Bickel & Brewer, 4800 Bank One Center,
1717 Main Street, Dallas, TX 75201, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200150382 A2 20010712 (WO 0150382)
Application: WO 2000US35217 20001221 (PCT/WO US0035217)
Priority Application: US 99476481 19991230

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 12831

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the other objects in the investment module. In alternate embodiments,
the priority level could be **calculated** based on **comparison** to
external **market data** regarding the market as a whole, to the
performance of the **company** 's nearest **competitors** , or to any of the
performance indices commonly used to gauge the value of an...

18/3,K/22 (Item 19 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806392

TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A
NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE
DANS UN ENVIRONNEMENT DU TYPE CHAINE D'APPROVISIONNEMENT RESEAUTE, ET
PROCEDE ASSOCIE

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
(Residence), US (Nationality)

Inventor(s):

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Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139086 A2 20010531 (WO 0139086)
Application: WO 2000US32310 20001122 (PCT/WO US0032310)
Priority Application: US 99444653 19991122; US 99447623 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE
DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT TZ UA UG UZ VN YU ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 156214

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description
Claims

Detailed Description

... display the shopping basket contents on the screen is provided on the shopping basket window.

COMPARE PRODUCTS AND SERVICES

Compares your products and services to **competitors**
Highlights advantages in across your products and services
One embodiment of the present invention provides...

Claim

... FIRST 1 3212
USER
RECEIVING A REQUEST FOR BANDWIDTH ON THE NETWORK 13204
FROM A **SECOND USER**
ALLOWING A NEGOTIATION BETWEEN THE FIRST AND SECOND 13206
USERS FOR **DETERMINING TRANSACTION** TERMS FOR
REALLOCATION OF THE UNUSED BANDWIDTH FROM THE FIRST
USER TO THE **SECOND USER**
SENDING CONTRACT **INFORMATION** RELATING TO THE 13208
TRANSACTION TERMS TO THE FIRST AND SECOND USERS
AFTER ACCEPTANCE OF...

18/3,K/23 (Item 20 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806382

**METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF
MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A
MARKET SPACE INTERFACE**

**PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE
PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION
D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE**

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

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Legal Representative:

HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400
Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)

Application: WO 2000US32308 20001122 (PCT/WO US0032308)

Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG UZ VN YU ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 170977

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... of the system. It isolates users from how the system is managed, and ensures that **users** receive the quality support services they need to carry out their daily business activities.

SLA...the valid period for "sale" prices adds yet another layer of complexity. Further, if a **competitor**'s pricing becomes known at the point of **sale**, the **salesperson** must **determine** if he or she is willing to sell the product for a lower or the...

Claim

... FIRST 1 3202

USER

RECEIVING A REQUEST FOR BANDWIDTH ON THE NETWORK "

@,113204

FROM A **SECOND USER**

I I

ALLOWING A NEGOTIATION BETWEEN THE FIRST AND SECOND 13206

USERS FOR **DETERMINING TRANSACTION** TERMS FOR

REALLOCATION OF THE UNUSED BANDWIDTH FROM THE FIRST

USER TO THE **SECOND USER**

SENDING CONTRACT **INFORMATION** RELATING TO THE 13208

TRANSACTION TERMS TO THE FIRST AND SECOND USERS

AFTER ACCEPTANCE OF...

18/3,K/24 (Item 21 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00799890 **Image available**

SYSTEM AND METHOD FOR CONDUCTING WEB-BASED FINANCIAL TRANSACTIONS IN CAPITAL MARKETS

SYSTEME ET PROCEDE PERMETTANT D'OPERER DES TRANSACTIONS FINANCIERES VIA L'INTERNET SUR LE MARCHE FINANCIER

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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TOLAT Viral V, 2148 Harkins Avenue, Menlo Park, CA 94025, US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

CHOU Chien-Wei (Chris) (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400 Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200133462 A1 20010510 (WO 0133462)

Application: WO 2000US30076 20001031 (PCT/WO US0030076)

Priority Application: US 99162873 19991101

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW (EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 52016

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... The server-side functionality enables system users to interactively and seamlessly: engage in financial instrument **trades** ; perform portfolio management, **analysis** , and reporting; obtain real-time **market data** and news; communicate with the system and **other users** via electronic mail, chat, and message boards; and maintain a calendar. The server-side includes...

18/3,K/25 (Item 22 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00790594 **Image available**

METHOD AND SYSTEM FOR ON-LINE SALE, BARTER, AND TRADE

PROCEDE ET SYSTEME DE VENTE, TROC ET COMMERCE EN LIGNE

Patent Applicant/Assignee:

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(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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(Residence), DK (Nationality), (Designated only for: US)

SINGHAL Nikhyl, 20686 Celeste Circle, Cupertino, CA 95014, US, US

(Residence), US (Nationality), (Designated only for: US)

SCOTT George, 549 Isla Vista Terrace, Sunnyvale, CA 94086, US, US

(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

LEBLANC Stephen J (et al) (agent), Law Offices of Jonathan Alan Quine,

P.O. Box 458, Alameda, CA 94501, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200124091 A1 20010405 (WO 0124091)

Application: WO 2000US26803 20000928 (PCT/WO US0026803)

Priority Application: US 99156926 19990928

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 11491

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... list and description of items that said first user has for trade; accepting from a **second user** a list and description of items that said **second user** has for **trade** ; scanning **information** to **determine** whether there is a **trade** possible between said first user and said **second user** ; presenting proposed trades to said first user or said second user; awaiting an initial user...

18/3,K/26 (Item 23 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2002 WIPO/Univentio. All rts. reserv.

00789172 **Image available**

**INTERNET HUB PROVIDING FOR ENABLEMENT OF MEDIA CONTENT FOR COMMERCIAL
TRANSACTIONS**

**CONCENTRATEUR INTERNET PERMETTANT D'HABILITER LE CONTENU MULTIMEDIA POUR
DES TRANSACTIONS COMMERCIALES**

Patent Applicant/Assignee:

NEWZING COM INC, Suite B, 4083 Transport Street, Palo Alto, CA 94043, US,
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US)

Patent Applicant/Inventor:

MAIER Nicholas, 1876 Valparaiso Avenue, Menlo Park, CA 94025, US, US
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HORNER David, 864 Ames Avenue, Palo Alto, CA 94303, US, US (Residence),
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Legal Representative:

HAMRICK Claude A S (et al) (agent), Oppenheimer Wolff & Donnelly LLP,
1400 Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200122730 A1 20010329 (WO 0122730)

Application: WO 2000US26077 20000922 (PCT/WO US0026077)

Priority Application: US 99156070 19990924; US 2000206193 20000522

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 19383

...International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... over a particular time period, the performance of the tag compared to
the tags of **other retailers** with similar content, consumer
transaction abandonment **data**, **comparative** message strength and
customer response **data** between two identical tags for identical goods
within the same content stream, aggregate, overview and...

18/3,K/27 (Item 24 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2002 WIPO/Univentio. All rts. reserv.

00785173 **Image available**

OPENING PRICE PROCESS FOR TRADING SYSTEM

PROGRAMME DETERMINANT UN COURS D'OUVERTURE DESTINE A UN SYSTEME D'ECHANGE

Patent Applicant/Assignee:

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(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MADOFF Peter B, 34 Pheasant Run, Old Westbury, NY 11568, US, US
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(Residence), US (Nationality), (Designated only for: US)

MARGOLIN Andrew S, 54A Inwood Road, Port Washington, NY 11050, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

MALONEY Denis G (agent), Fish & Richardson P.C., 225 Franklin Street,
Boston, MA 02110-2804, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200118705 A1 20010315 (WO 0118705)

Application: WO 2000US22893 20000818 (PCT/WO US0022893)

Priority Application: US 99392018 19990908

Parent Application/Grant:

Related by Continuation to: US 99392018 19990908 (CON)

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7586

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... opening. This

limitation is desirable in order to avoid requiring a
market maker or broker **dealer** to satisfy a **competitor** 's
proprietary **orders** .

After any imbalance has been **determined** 204, the
opening price process 200 determines 208 an anticipated
share allocation and transmits 210...

18/3,K/28 (Item 25 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00783250 **Image available**

**METHODS AND APPARATUS FOR CATALOG DATA CAPTURE, STORAGE, AND DISTRIBUTION
PROCEDE ET APPAREIL PERMETTANT LE STOCKAGE ET LA DISTRIBUTION DE SAISIES DE
DONNEES DE CATALOGUE**

Patent Applicant/Assignee:

CNET EUROPE S A, Rio Gredon 14, CH-1806 Saint-Legier, CH, CH (Residence),
CH (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

DE HEER Albert Henricus Franciscus, Chemin Chenalettaz 41, CH-1807 Blonay
, CH, CH (Residence), CH (Nationality), (Designated only for: US)

DE HEER Rudolf Cornelius Wilhelmus, La Bruviere, CH-1086 Vucherens, CH,
CH (Residence), CH (Nationality), (Designated only for: US)

ZABRODINE Constantin Nickolayvich, Avenue Ernst-Bieler 11, CH-1800 Vevey,
CH, CH (Residence), RU (Nationality), (Designated only for: US)

KVIATKEVITCH Alexandre Igorevitch, Chemin Baillaz, CH-1806 St. Legier, CH
, CH (Residence), RU (Nationality), (Designated only for: US)

BLAETTLER Eric Oscar, Chemin de Boston 13, CH-1004 Lausanne, CH, CH
(Residence), CH (Nationality), (Designated only for: US)

Legal Representative:

ZIMMERMANN Tankred (agent), Schoppe, Zimmermann & Stockeler, Postfach 71
08 67, 81458 Munchen, DE,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200116796 A2-A3 20010308 (WO 0116796)

Application: WO 2000IB1329 20000830 (PCT/WO IB0001329)

Priority Application: US 99152510 19990902; US 2000625913 20000726; US
2000626090 20000726; US 2000626347 20000726; US 2000625745 20000726

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 19663

International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... the examination of any advertisement or web site. Due to the lack of localized, structured **information**, it is often difficult to **compare** competitive products.

More specifically, in **order** to **compare** similar products that are available from **different manufacturers**, a consumer typically must perform lengthy searches. As a result, it is a time-consuming...

18/3,K/29 (Item 26 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00777984 **Image available**

SYSTEMS AND METHODS FOR CONTACTING PROSPECTIVE CUSTOMERS

SYSTEMES ET PROCEDES SERVANT A CONTACTER DES CLIENTS POTENTIELS

Patent Applicant/Assignee:

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(Nationality)

Inventor(s):

SOMMER Eric, 3905 Wyndom Place, Washington, DC 20016, US

Legal Representative:

MARCOU George T, Kilpatrick Stockton LLP, 700 Thirteenth Street, N.W.,
Washington, DC 20005, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200111520 A1 20010215 (WO 0111520)

Application: WO 2000US21188 20000804 (PCT/WO US0021188)

Priority Application: US 99147401 19990806

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5508

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... likely to purchase from this vendor. Areas such as the size of the customer's **company** and its **competitors** are such factors that are considered in **determining** the likelihood of a successful **sale** to this customer. Once the prospective customer list is compiled, the contact management team 3...

18/3,K/30 (Item 27 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

00777954 **Image available**

**SUPPLEMENTAL OFFERS WHEREIN A BUYER TAKES POSSESSION AT A RETAILER OF A
PRIMARY PRODUCT PURCHASED THROUGH A PURCHASING SYSTEM
OFFRES SUPPLEMENTAIRES PERMETTANT A UN ACHETEUR DE PRENDRE POSSESSION CHEZ
UN DETAILLANT D'UN PRODUIT PRIMAIRE AU MOYEN D'UN SYSTEME D'ACHAT**

Patent Applicant/Assignee:

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(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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(Residence), US (Nationality), (Designated only for: US)

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VAN LUCHENE Kathleen M, 9 Greenwood Place, Norwalk, CT 06854, US, US
(Residence), US (Nationality), (Designated only for: US)

TEDESCO Daniel E, 49 Kings Highway North, Westport, CT 06880, US, US
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

BUCKLEY Patrick J (et al) (agent), Walker Digital Corporation,
Intellectual Property Department, Five High Ridge Park, Stamford, CT
06905, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200111483 A2 20010215 (WO 0111483)

Application: WO 2000US16039 20000612 (PCT/WO US0016039)

Priority Application: US 99370291 19990809

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI

SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18827

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... above steps 1402, 1404, 1406, 1408 are repeated. If at 1410 there is
not **another retailer** to be **evaluated**, the **buyer** offer
information and supplemental offer **information** are output to the buyer
at 1412. Such **information** may enable the buyer to print a voucher that
includes information related to both (i...

Claim

... redeem the supplemental offer.

46 The method of claim 1, further comprising:

receiving from a **second retailer**, different than the first retailer,
information

related to an attempt to redeem a supplemental offer;

determining if the **buyer** has taken possession of the primary product;
and

48

if the buyer has taken possession...

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00776198 **Image available**

**SYSTEM FOR CUSTOMER CONTACT INFORMATION MANAGEMENT AND METHODS FOR USING
SAME
SYSTEME DE GESTION D'INFORMATIONS DE CONTACT CLIENTS ET PROCEDES
D'UTILISATION ASSOCIES**

Patent Applicant/Assignee:

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OH 45201-1638, US, US (Residence), US (Nationality)

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JENKINS Aaron, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
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DONNELLY Keric P, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
City, UT 84123, US,
SMITH Greyson, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
City, UT 84123, US,
ANDERSON Shawn, Convergys Corporation, 860 West LeVoy Drive, Salt Lake
City, UT 84123, US,

Legal Representative:

BELL Michael J (agent), Howrey Simon Arnold & White, LLP, 1299
Pennsylvania Avenue, N.W., Box 34, Washington, DC 20004-2402, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200109745 A2 20010208 (WO 0109745)

Application: WO 2000US20185 20000726 (PCT/WO US0020185)

Priority Application: US 99146515 19990730; US 99467378 19991221

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 24085

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... cross-selling and up-selling products and services; taking product
orders and processing credit card **orders** ; providing **comparative**
product **information** ; positioning and selling the client's products
versus the **competitor** 's products; communicating **data** sheet
information about the products and services; answering questions about
the products and services; capturing additional information...

18/3,K/32 (Item 29 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2002 WIPO/Univentio. All rts. reserv.

00771309 **Image available**

**SYSTEM AND METHOD FOR COLLECTING, TRANSFERRING, AND ANALYZING INFORMATION
FROM POINT-OF-SALE DEVICES
SYSTEME ET PROCEDE DE RECUEIL, TRANSFERT ET ANALYSE D'INFORMATIONS FOURNIES
PAR DES DISPOSITIFS DE POINTS DE VENTE**

Patent Applicant/Assignee:

POSINFO COM LLC, 120 Heady Avenue, Louisville, KY 40207, US, US
(Residence), US (Nationality)

Inventor(s):

MADALON John F, 120 Heady Avenue, Louisville, KY 40207, US

NORRIS Richard, 120 Heady Avenue, Louisville, KY 40207, US

Legal Representative:

SHOUSE Emily A, Waddey & Patterson, 414 Union Street, Suite 2020, Bank of America Plaza, Nashville, TN 37219, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200104818 A1 20010118 (WO 0104818)

Application: WO 2000US18718 20000706 (PCT/WO US0018718)

Priority Application: US 99142838 19990708; US 2000611140 20000706

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI

SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 6133

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... to view market changes. The system and method can gather independent store data, roll the data up to a common structure, and then compare individual stores, groups of stores, geographies to competitor performance within similar io segments or different segments (soft drink sales in one chain compared to another, sub sandwich sales compared across franchises, etc.) - even though different systems are used across different companies and different naming is done across companies. From an administrative viewpoint, new stores, facts, and...

18/3,K/33 (Item 30 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00764282 **Image available**

SYSTEM AND METHOD FOR CONDUCTING WEB-BASED FINANCIAL TRANSACTIONS IN CAPITAL MARKETS

SYSTEME ET PROCEDE DESTINES A OPERER DES TRANSACTIONS FINANCIERES SUR LE MARCHE DES CAPITAUX VIA L'INTERNET

Patent Applicant/Assignee:

INTEGRAL DEVELOPMENT CORPORATION, 2023 Stierlin Court, Mountain View, CA 94043, US, US (Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

TOLAT Viral Vipin, 2148 Harkins Avenue, Menlo Park, CA 94025, US, US (Residence), US (Nationality), (Designated only for: US)

REES Stephen, Flat 2, The Oak, Knoll Hill, Sneyde Park, Bristol, BS9 1QU, GB, GB (Residence), GB (Nationality), (Designated only for: US)

SANDHU Harpal S, 669 Waverly Street, Palo Alto, CA 94301, US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

CHOU Chien-Wei (Chris) (agent), Oppenheimer Wolff & Donnelly LLP, 1400 Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200077709 A1 20001221 (WO 0077709)

Application: WO 2000US16526 20000613 (PCT/WO US0016526)

Priority Application: US 99139113 19990614; US 99162873 19991101

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM

TR TT UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 25485

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... The server-side functionality enables system users to interactively and seamlessly: engage in financial instrument **trades** ; perform portfolio management. **analysis** , and reporting; obtain real-time **market data** and news; communicate with the system and **other users** via electronic mail, chat, and message boards; and maintain a calendar. The server-side includes...

18/3,K/34 (Item 31 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00761432

METHODS, CONCEPTS AND TECHNOLOGY FOR DYNAMIC COMPARISON OF PRODUCT FEATURES AND CUSTOMER PROFILE

PROCEDES, CONCEPTS ET TECHNIQUE DE COMPARAISON DYNAMIQUE DE CARACTERISTIQUES D'UN PRODUIT ET DU PROFIL DES CONSOMMATEURS

Patent Applicant/Assignee:

ANDERSEN CONSULTING LLP, 100 South Wacker Drive, Chicago, IL 60606, US,
US (Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US

Legal Representative:

BRUESS Steven C, Merchant & Gould P.C., P.O. Box 2903, Minneapolis, MN
55402-0903, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073958 A2 20001207 (WO 0073958)
Application: WO 2000US14459 20000524 (PCT/WO US0014459)
Priority Application: US 99320818 19990527

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI
SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 151011

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... reverse engineering is not limited to code. For example, these techniques might help understand the **data** -model of a legacy application, in order to better design the new applications that will... and/or support other tools in the development and execution environments?
It is important to **determine** how well the product integrates with **other** design and development tools, presentation services (graphics, multi-media, etc.), **data** access services (databases and database API

. . . libraries), distribution services (distributed TP monitor), transmission services (SNA...

18/3,K/35 (Item 32 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00761431

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PROVIDING COMMERCE-RELATED WEB APPLICATION SERVICES

SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE DE SERVICES D'APPLICATION DANS LE WEB LIES AU COMMERCE

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073957 A2-A3 20001207 (WO 0073957)

Application: WO 2000US14420 20000525 (PCT/WO US0014420)

Priority Application: US 99321492 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 150171

International Patent Class: G06F-017/60 ...

Fulltext Availability:

Detailed Description

Detailed Description

... i I lustration of one embodiment of the present invention for
facilitating a virtual shopping **transaction** by **comparing different**
products and services; Figure 16B is an illustration of one embodiment of
the present invention...

18/3,K/36 (Item 33 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00761424

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PHASE DELIVERY OF COMPONENTS OF A SYSTEM REQUIRED FOR IMPLEMENTATION OF TECHNOLOGY

SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE PAR PHASES DE COMPOSANTS D'UN SYSTEME NECESSAIRES A L'APPLICATION D'UNE TECHNIQUE

Patent Applicant/Assignee:

ACCENTURE LLP, 100 South Wacker Drive, Chicago, IL 60606, US, US
(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073930 A2 20001207 (WO 0073930)

Application: WO 2000US14458 20000524 (PCT/WO US0014458)

Priority Application: US 99321360 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 149456

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... publishing services component, an education related services
component, and a web customer service component. More **detail** about
these and other components is provided below and with reference to Figure
14. In one embodiment, the pictorial representation may be used alone in
order to convey various services which would be provided in a business
offering.

To create such...

18/3,K/37 (Item 34 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00761423

**A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR EFFECTIVELY CONVEYING
WHICH COMPONENTS OF A SYSTEM ARE REQUIRED FOR IMPLEMENTATION OF
TECHNOLOGY**

**SYSTEME, PROCEDE ET ARTICLE MANUFACTURE POUR L'ACHEMINEMENT EFFICACE DES
COMPOSANTS D'UN SYSTEME NECESSAIRES A LA MISE EN PRATIQUE D'UNE
TECHNOLOGIE**

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

GUHEEN Michael F, 2218 Mar East Street, Tiburon, CA 94920, US,
MITCHELL James D, 3004 Alma, Manhattan Beach, CA 90266, US,
BARRESE James J, 757 Pine Avenue, San Jose, CA 95125, US,

Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073929 A2 20001207 (WO 0073929)

Application: WO 2000US14457 20000524 (PCT/WO US0014457)

Priority Application: US 99321136 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 150133

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... a common view of the problem to be solved. Communication must be ensured within the **analysis** team but also with the (possibly future) designers and programmers.
Tool support may help enforce...

...design process includes numerous activities, which range from high-level general considerations to low-level **detailed** issues. The overall objective of design is to transform functional and technical specifications into a blueprint of the system, one that will effectively guide construction and testing. While requirements **analysis** and specification deals with what the system must do, design addresses how the system will...

18/3,K/38 (Item 35 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00758811 **Image available**

CUSTOMER LEAD MANAGEMENT SYSTEM

SYSTEME DE GESTION DE PISTES DE CLIENTS EVENTUELS

Patent Applicant/Assignee:

MARKETSOFT SOFTWARE CORPORATION, Suite 132, 10 Maguire Road, Lexington,
MA 02421-3112, US, US (Residence), US (Nationality)

Inventor(s):

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EVETT Charles, Concord, MA 01742, US,
FEAREY Peter, Sudbury, MA 01776, US,
ERMAN Gregory, Sudbury, MA 01776, US,
TIU David, Somerville, MA, US,
MANDEL John, Acton, MA 01720, US,

Legal Representative:

PRAHL Eric L (agent), Fish & Richardson P.C., 225 Franklin Street,
Boston, MA 02110-2804, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200072210 A1 20001130 (WO 0072210)
Application: WO 2000US14092 20000522 (PCT/WO US0014092)
Priority Application: US 99135521 19990521

Designated States: CA JP

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 9055

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... the lead or actively rejects the lead, the lead may be automatically re-assigned to **another user** .

As a user handles a lead, for instance, succeeds in making a **sale** , or **determines** that the lead is "cold," the user provides tacking **information** to the system (step 470). The system records that

* * * information with the lead and uses...

18/3,K/39 (Item 36 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00757137 **Image available**

**PRINTED MEDIUM ACTIVATED INTERACTIVE COMMUNICATION
COMMUNICATION INTERACTIVE ACTIVEE DE SUPPORT IMPRIME**

Patent Applicant/Assignee:

SILICON STEMCELL LLC, Suite 211, 100 Four Falls Corporate Center,
Conshohocken, PA 19428, US, US (Residence), US (Nationality)

Inventor(s):

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ANDERER Mike, 4567 South Mathews Way, Salt Lake City, UT 84124, US
RITZ Peter B, 1225 Gilbert Road, Meadowbrook, PA 19046, US
BENENSTEIN Mike, 5300 E. Calle Basque, Tucson, AZ 85718, US

Legal Representative:

LAVORGNA Gregory J, Seidel, Gonda, Lavorgna & Monaco, P.C., Suite 1800,
Two Penn Center Plaza, Philadelphia, PA 19102, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200070525 A1 20001123 (WO 0070525)

Application: WO 2000US9612 20000411 (PCT/WO US0009612)

Priority Application: US 99310355 19990512

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 20011

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... to a competitor, thereby allowing the competitor to bid for the right
to transmit more

information to the person about the **competitor's comparable** product
or a

transaction . such as user interest **information** .

Another method of the invention includes communicating with digital
copyright databases bearing the code in...thereby allowing a competitor
to bid for the right to display to the person more **information** about
the **competitor's comparable** product or a **transaction** , based upon
the user interest **information** .

The system may be in communication with at least one digital copyright
database corresponding to...

18/3,K/40 (Item 37 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00736208 **Image available**

**DATA PROCESSING SYSTEM FOR INITIATING AND ADMINISTERING FINANCIAL PRODUCTS
SYSTEME DE TRAITEMENT DE DONNEES POUR ENGAGER ET GERER DES PRODUITS
FINANCIERS**

Patent Applicant/Inventor:

WOOD Jocelyn Tristram Gervais, 82 Merchant's Quay, Salford Quays,

Manchester M5 2XG, GB, GB (Residence), GB (Nationality)
Legal Representative:
BROWN Fraser Gregory James (et al) (agent), fJ Cleveland, 40-43 Chancery
Lane, London WC2A 1JQ, GB,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200049543 A2 20000824 (WO 0049543)
Application: WO 2000GB596 20000218 (PCT/WO GB0000596)
Priority Application: GB 993766 19990218
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 7133

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... mortgage (for the same loan sum) offered at a
variable interest rate by a major **competitor** of the
lending institution is **calculated** or extracted from the
External **Market Data** Store (9). The **calculations** are done
using industry standard mathematical techniques.

The present value of the interest repayments on...

18/3,K/41 (Item 38 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00730942 **Image available**

METHOD AND SYSTEM FOR BUYER-INITIATED AGGREGATING OF BUYERS TO OBTAIN
DESIRED PRODUCTS AT DISCOUNTED PRICES
PROCEDE ET SYSTEME UTILISATEURS PERMETTANT A DES ACHETEURS DE SE REGROUPER
POUR ACHETER DES PRODUITS DESIRES A PRIX REDUITS

Patent Applicant/Assignee:

iCOOP INC, Suite 1350, 100 South Broad Street, Philadelphia, PA 19910, US
, US (Residence), US (Nationality)

Inventor(s):

REDDI Sashidhar P, Suite 1350, 100 South Broad Street, Philadelphia, PA
19910, US

Legal Representative:

TACHNER Adam H, Crosby, Heafey, Roach & May, Suite 1900, 4 Embarcadero
Center, San Francisco, CA 94111-4106, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200043929 A2 20000727 (WO 0043929)

Application: WO 2000US1457 20000121 (PCT/WO US0001457)

Priority Application: US 99116729 19990122; US 99346783 19990707

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5996

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... the Close Time.

B. The computerized system of claim 1, wherein the Vendor Process Manager **compares sale information** from the first vendor and sale **information** from a **second vendor** and stores desired sale **information** in the Sale Database.

9 The computerized system of claim 1, wherein the vendor and...
...product.

21 The method of claim 1 9, further comprising the steps of obtaining sale **information** from a **second vendor** and **comparing the sale information** from the first vendor and the sale **information** from the **second vendor** .

22 The method of claim 20, further comprising the step of obtaining bid **information** about the product from a third buyer.

1 5

. The method of claim 1 9...

...product.

27 The computer-readable medium of claim 25, further comprising instructions for obtaining sale **information** from a **second vendor** and **comparing the sale information** from the first vendor and the sale **information** from the **second vendor** .

28 The computer-readable medium of claim 26, further comprising instructions for obtaining bid **information** about the product from a third

18/3,K/42 (Item 39 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00571538 **Image available**

SYSTEM FOR MODELING, MEASURING, MANAGING, AND DEPICTING THE EFFECTS OF
BUSINESS DECISIONS ON MARKET VALUE

SYSTEME DE MODELISATION, D'EVALUATION, DE GESTION ET DE DESCRIPTION DES
CONSEQUENCES DE DECISIONS COMMERCIALES SUR LA VALEUR MARCHANDE

Patent Applicant/Assignee:

ARTHUR ANDERSEN LLP,
LIBERT Barry D,
GINIAT Edward J,
NOTT Madhu S,
BOULTON Richard E S,
HODGKINSON Robert,

Inventor(s):

LIBERT Barry D,
GINIAT Edward J,
NOTT Madhu S,
BOULTON Richard E S,
HODGKINSON Robert,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200034911 A2 20000615 (WO 0034911)

Application: WO 99US29467 19991211 (PCT/WO US9929467)

Priority Application: US 98111801 19981211; US 99283801 19990401

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM
AZ BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL
PT SE BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English
Fulltext Word Count: 39382

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Claims

Claim

... or more categories of assets;
recalibrating an asset value model of the company based on **data** about
one or more
other companies ;
determining a **market** value contribution of each of the categories;
modeling the effect of one or more operational...

18/3,K/43 (Item 40 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00571469 **Image available**
**METHOD AND APPARATUS FOR DETECTING AND DETERRING THE SUBMISSION OF SIMILAR
OFFERS IN A COMMERCE SYSTEM**
**PROCEDE ET APPAREIL DE DETECTION ET DE PREVENTION DE LA SOUMISSION D'OFFRES
SIMILAIRES DANS UN SYSTEME COMMERCIAL**

Patent Applicant/Assignee:
PRICELINE COM INCORPORATED,

Inventor(s):
WALKER Jay S,
CASE T Scott,
TEDESCO Daniel E,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200034842 A2 20000615 (WO 0034842)
Application: WO 99US28658 19991206 (PCT/WO US9928658)
Priority Application: US 98205824 19981204; US 99224907 19990104

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ
BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT
SE BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English
Fulltext Word Count: 8187

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... his position in the market.

One problem foreseen by the inventors is the likelihood that **buyers**
(including **competitors**) may attempt to **determine** a **seller** 's lowest
price is to 'ping' the system by submitting repetitive offers to the
system...

18/3,K/44 (Item 41 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00557631 **Image available**
**METHOD AND APPARATUS FOR PROVIDING A DISCOUNT TO A CUSTOMER THAT
PARTICIPATES IN TRANSACTIONS AT A PLURALITY OF MERCHANTS**
**PROCEDE ET APPAREIL PERMETTANT D'ACCORDER UNE REDUCTION A UN CLIENT QUI
PARTICIPE A DES TRANSACTIONS CHEZ PLUSIEURS COMMERCANTS**

Patent Applicant/Assignee:
WALKER DIGITAL LLC,

WALKER Jay S,
VAN LUCHENE Andrew S,
MIK Magdalena,
TEDESCO Daniel E,

Inventor(s):

WALKER Jay S,
VAN LUCHENE Andrew S,
MIK Magdalena,
TEDESCO Daniel E,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200021004 A1 20000413 (WO 0021004)
Application: WO 99US21720 19990922 (PCT/WO US9921720)
Priority Application: US 98166367 19981005

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ
MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ
CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 10316

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description
Claims

English Abstract

...the customer is provided with a bonus. In one embodiment, the server receives first transaction **data** representing a first transaction at a first merchant. The server **determines**, based on the first **transaction data**, a discount and a **second merchant**. The discount is applicable if the consumer consummates a second transaction at the second merchant
...

Detailed Description

... the customer is provided with a bonus.

'In one embodiment, the server receives first transaction **data** representing a first transaction at a first merchant. The server **determines**, based on the first **transaction data**, a discount and a **second merchant**. The discount is applicable if the consumer consummates a second transaction at the second merchant...

Claim

... 2 6

receiving transaction data representing a first transaction at a first merchant, the transaction **data** including a credit card identifier that identifies a credit card account; **determining**, based on the **transaction data**, a retroactive discount and a **second merchant**, the retroactive discount to be applied to the credit card account if the consumer consummates...

...and the second merchant.

6 The method of claim 5, further comprising:

receiving second transaction **data** representing a second transaction at a **second merchant**;

1 0 **determining** whether the second **transaction data** satisfies the condition; and applying the discount to a customer account.

7 The method of...

...first transaction.

1 0 15. A method for providing a discount, comprising:

receiving first transaction **data** representing a first **transaction** at a first merchant; **determining**, based on the first **transaction data**,

a discount and a **second merchant** , the discount being applicable if the consumer consummates a second transaction at the second merchant...

...receiving first transaction data representing a first transaction at a first merchant, the first transaction **data** including a credit card identifier that identifies a credit card account;
determining , based on the first **transaction data** , a discount, the discount including a condition and a **second merchant** ;
outputting an indication of the discount;
storing an indication of the discount and the credit...means for receiving transaction data representing a first transaction at a first merchant, the transaction **data** including a credit card identifier that identifies a credit card account;
determining , based on the **transaction data** , a retroactive discount and a **second merchant** , the retroactive discount to be applied to the credit card account if the consumer consummates...

...receive transaction data representing a first transaction at a first merchant, the transaction **data** including a credit card identifier that identifies a credit card account; **determine** , based on the **transaction data** , a retroactive discount and a **second merchant** , the retroactive discount to be applied to the credit card account if the consumer consummates...

...method comprising:
receiving transaction data representing a first transaction at a first merchant, the transaction **data** including a credit card identifier that identifies a credit card account; **determining** , based on the **transaction data** , a retroactive discount and a **second merchant** , the retroactive discount to be applied to the credit card account if the consumer consummates...

...second merchant.
0 23. An apparatus for providing a discount, comprising:
means for receiving transaction **data** representing a first transaction at a first merchant, the transaction **data** including a **transaction price**;
means for **determining** , based on the **transaction data** , a discount and a **second merchant** , the discount having a value based on the transaction price; and means for outputting an...

...the processor; and
0 the processor operative with the program to:
3 3
receive transaction **data** representing a first transaction at a first merchant,
the **transaction data** including a **transaction price**;
determine , based on the **transaction data** , a discount and a **second merchant** ,
the discount having a value based on the transaction price; and
output an indication of...

...a method performed by a computer for providing a discount, the method comprising:
receiving transaction **data** representing a first transaction at a first merchant, the
1 0 **transaction data** including a **transaction price**;
determining , based on the **transaction data** , a discount and a **second merchant** , the
discount having a value based on the transaction price; and
outputting an indication of...controlling the processor; and

* * * the processor operative with the program to:
 5 receive first transaction **data** representing a first **transaction** at
 a first
 merchant;
determine , based on the first **transaction data** , a discount and a
second
merchant , the discount being applicable if the consumer consummates a
 second transaction
 at the second merchant...
 ...perfori-ned by a computer for providing a discount, the method
 comprising:
 receiving first transaction **data** representing a first **transaction** at
 a first merchant; **determining** , based on the first **transaction data** ,
 a discount and a **second merchant** , the discount being applicable if
 the consumer consurnmates a second transaction at the
 1 0...
 ...receiving first transaction data representing a first transaction at a
 first merchant, the first transaction **data** including a credit card
 identifier that identifies a credit
 card account;
 means for **determining** , based on the first **transaction data** , a
 discount, the discount
 0 including a condition and a **second merchant** ;
 4 0
 means for outputting an indication of the discount;
 means for storing an indication...
 ...receive first transaction data representing a first transaction at a
 first merchant, the first transaction **data** including a credit card
 identifier that identifies a credit
 card account;
 0 **determine** , based on the first **transaction data** , a discount, the
 discount
 including a condition and a **second merchant** ;
 4 1
 output an indication of the discount;
 store an indication of the discount and...
 ...receiving first transaction data representing a first transaction at a
 first merchant, the first transaction **data** including a credit card
 identifier that identifies a credit card
 account;
determining , based on the first **transaction data** , a discount, the
 discount including a
 condition and a **second merchant** ;
 outputting an indication of the discount;
 storing an indication of the discount and the credit...

18/3,K/45 (Item 42 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00548215 **Image available**

ANTI-MANIPULATION METHOD AND SYSTEM FOR A REAL-TIME COMPUTERIZED STOCK
 TRADING SYSTEM

SYSTEME ET PROCEDE ANTI-MANIPULATION POUR SYSTEME INFORMATIQUE DE
 TRANSACTIONS BOURSIERES EN TEMPS REEL

Patent Applicant/Assignee:

MARKETXT INC,

Inventor(s):

SATOW Michael,

LEONG Stanley,

HERMUS Michael W,

CHOE Eugene,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200011588 A1 20000302 (WO 0011588)
Application: WO 99US18768 19990820 (PCT/WO US9918768)
Priority Application: US 9897414 19980821
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT UA UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ
MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ
CF CG CI CM GA GN GW ML MR NE SN TD TG
Publication Language: English
Fulltext Word Count: 7018

Main International Patent Class: G06F-017/60
Fulltext Availability:
Claims

Claim

... within the
specified period of time.

11 A method for protecting against manipulation in a **data** processing
system for
trading stocks, the method comprising:
determining whether a first user has executed trades with a **second**
user more than a
predetermined number of times; and
identifying the first and second users based in a **data** processing
system for **trading** stocks, the method comprising:
determining whether a first user has executed trades with a **second**
user more than a
predetermined number of times; and
identifying the first and second users based...

18/3,K/46 (Item 43 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00488469 **Image available**
SYSTEMS, METHODS AND COMPUTER PROGRAM PRODUCTS FOR ELECTRONIC TRADING OF
FINANCIAL INSTRUMENTS
SYSTEMES, METHODES ET PROGRAMMES INFORMATIQUES DESTINES A LA NEGOCIATION
ELECTRONIQUE D'INSTRUMENTS FINANCIERS

Patent Applicant/Assignee:

DERIVATIVES NET INC,
MAY R Raymond,

Inventor(s):

MAY R Raymond,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9919821 A1 19990422
Application: WO 98US21518 19981013 (PCT/WO US9821518)
Priority Application: US 9762410 19971014

Designated States: AL AM AT AT AU AZ BA BB BG BR BY CA CH CN CU CZ CZ DE DE
DK DK EE EE ES FI FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SK
SL TJ TM TR TT UA UG US UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY
KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 34553

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... customized profiles defined by a first user, a credit preference
module that includes credit preference **data** inputted by the first user

for use in **determining trade** eligibility of **trades** proposed in the real-time order **information** with a **second user**, and an interface to a communications network that interconnects the plurality of user nodes. Each...

18/3,K/47 (Item 44 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00385869 **Image available**

INTELLIGENT AGENTS FOR ELECTRONIC COMMERCE

AGENTS INTELLIGENTS POUR COMMERCE ELECTRONIQUE

Patent Applicant/Assignee:

PERSONAL AGENTS INC,

Inventor(s):

PECKOVER Douglas L,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9726612 A1 19970724

Application: WO 97US1057 19970117 (PCT/WO US9701057)

Priority Application: US 9610087 19960117

Designated States: AU CA CN IL JP KR MX AM AZ BY KG KZ MD RU TJ TM AT BE CH

DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Fulltext Word Count: 26014

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... help providers judge the effectiveness of their Web sites. For example, providers cannot gather enough **information** to **calculate market** share, since the statistics associated with **competitor** 's Web sites are not publicly available.

Providers have little control over the search engines...

18/3,K/48 (Item 45 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00385867 **Image available**

SALES PRESENTATION SYSTEM

SYSTEME DE PRESENTATION POUR LA VENTE

Patent Applicant/Assignee:

BLAND PARTNERSHIP,

BROCKMAN Robert T,

JONES Donald D,

Inventor(s):

BROCKMAN Robert T,

JONES Donald D,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9726610 A2 19970724

Application: WO 97IB267 19970115 (PCT/WO IB9700267)

Priority Application: US 96587276 19960118

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE HU IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW

MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG US UZ VN KE LS MW

SD SZ UG AM AZ BY KG KZ MD RU TJ TM AT BE CH DE DK ES FI FR GB GR IE IT

LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 7710

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

claim

... about a prospect during

10 a meeting with the prospect, referred to as prospect **data** ; and
11 (b) means for displaying a ranking of the seller's **sales** performance
in 12 **comparison** with respective rankings of **other sellers** ' sales
performances.

13

14 32. The sales support computer of claim 30, further comprising means

...

...by a seller, for recording data about a prospect, re

22 referred to as prospect **data** ;

23 (b) means for displaying a ranking of the seller's **sales** performance
in 24 **comparison** with respective rankings of **other sellers** ' sales
performances; and 25 (c) means for displaying an estimate of a commission
payable to...

Items	Description
S1 0	AU=(KRISS M? OR KRISS, M? OR CIBULSKIS P OR CIBULSKIS, P?)
S2 8325907	ANALY? OR ESTIMAT? OR CALCULAT? OR DETERMIN? OR COMPAR? OR EVALUAT? OR COMPUTE OR COMPUTES OR COMPUTING
S3 936339	S2(4N) (PURCHASE? OR BUY??? OR SALE? OR ORDER? OR TRAD? OR - TRANSACT? OR SOLD OR MARKET? OR BOUGHT)
S4 15525829	OTHER? OR ANOTHER OR DIFFERENT OR SECOND OR 2ND
S5 517807	S4() (COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTRIB- UTOR? OR RETAILER? OR SUPPLIER? OR PRODUCER? OR MANUFACTURER? OR USER? OR MERCHANT? OR COMPANY OR INDUSTRY)
S6 1228439	COMPETITOR? OR RIVAL? OR CORRIVAL? OR ARCHRIVAL?
S7 11389152	CUSTOMER? OR CONSUMER? OR CLIENT? OR PERSON? OR MEMBER OR - PANELIST? OR PARTY OR PARTIES OR SHOPPER?
S8 11156513	DATA OR INFO OR INFORMATION? OR DETAIL?
S9 2950	S3(15N)S5
S10 367	S9(15N)S7
S11 8844	S3(15N)S6
S12 767	S11(7N)S7
S13 300	(S10 OR S12) (S)S8
S14 37903	S6(1N) (COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTR- IBUTOR? OR RETAILER? OR SUPPLIER? OR PRODUCER? OR MANUFACTURE- R? OR USER? OR MERCHANT? OR COMPANY OR INDUSTRY)
S15 1511	S14(2S)S3
S16 208	S15(10N)S7
S17 498	S16 OR S13
S18 256	S17 NOT PY>1999
S19 195	S18 NOT PD=19990610:20020728
S20 11691	RD (unique items)

?show files

File 9:Business & Industry(R) Jul/1994-2002/Jul 26
(c) 2002 Resp. DB Svcs.
File 20:Dialog Global Reporter 1997-2002/Jul 29
(c) 2002 The Dialog Corp.
File 476:Financial Times Fulltext 1982-2002/Jul 29
(c) 2002 Financial Times Ltd
File 610:Business Wire 1999-2002/Jul 29
(c) 2002 Business Wire.
File 613:PR Newswire 1999-2002/Jul 29
(c) 2002 PR Newswire Association Inc
File 624:McGraw-Hill Publications 1985-2002/Jul 29
(c) 2002 McGraw-Hill Co. Inc
File 634:San Jose Mercury Jun 1985-2002/Jul 27
(c) 2002 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2002/Jul 29
(c) 2002 The Gale Group
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc

20/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2002 Resp. DB Svcs. All rts. reserv.

02466506 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Can Internet sales save Compaq UK? Compaq UK is determined to avoid a repeat of its US counterpart's profits warning by taking on sales over the Internet. But in a sector dominated by seasoned rivals, is it a case of too little, too late? asks Paul Edwards.

(Compaq UK will begin Internet sales of personal computers; cites problems faced by US and UK operations)

Marketing Week, p 25-26

May 06, 1999

DOCUMENT TYPE: Journal ISSN: 0141-9285 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1004

ABSTRACT:

...TX), has issued a profit warning following years of growth due to the influence of **competitors** ' price cutting and its own lack of initiative in the budget-price **consumer market** in favor of business **computing** . In the UK, Compaq UK plans to begin sales of PCs via the Internet, a...

...or \$4 mil per day in Europe and \$14 mil worldwide. The article includes additional **information** on UK and US business.

...

20/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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02464833 (USE FORMAT 7 OR 9 FOR FULLTEXT)

On Your Mark, Get Set...; Part 1 of 2

(Internet sales of Insurance premiums are forecast at \$4.1 bil in 2003, with auto sales making up \$3.2 bil; other data are given)

Insurance Networking, p 20+

May 1999

DOCUMENT TYPE: Journal; Industry Overview (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2184

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...And, just as in the traditional marketplace, insurance companies that are competing for online insurance **shoppers** will find they must keep prices on par with online **competitors** .

No **company** wants to offer a \$600 premium quote electronically, when a comparable policy can be purchased...

20/3,K/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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02432198 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ADI product launches aimed at halting slide -- Company lags TI, but is playing aggressive catch-up game

(Analog Devices Inc is increasing the speed and on-chip memory of ADSP-218x family and releasing initial details of its higher-performance, code-compatible ADSP-219x DSP line)

Electronic Buyers News, p 24

April 12, 1999

DOCUMENT TYPE: Journal ISSN: 0164-6362 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 574

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...reinvigorate its position in the general-purpose programmable-DSP market. Despite being the only DSP **supplier** to **rival** market leader Texas Instruments Inc. in terms of **customers**, products, and third-party support, ADI was the only member of the DSP "big four..."

...dropped a percentage point, to 9%, due primarily to difficulties associated with sales to Korean **customers** in the GSM cellular-telephone **market**, according to **analyst** Will Strauss, of Forward Concepts Co., Tempe, Ariz.

"These latest moves were necessary to stay..."

20/3,K/4 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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02401536 (USE FORMAT 7 OR 9 FOR FULLTEXT)

OneSource Says European Business Browser Is Available

(OneSource Information Services adds European Business Browser to its product mix, the result of a strategic partnership with Dun & Bradstreet)

Computers in Libraries, v 19, n 3, p 50

March 1999

DOCUMENT TYPE: Journal ISSN: 1041-7915 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 119

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

OneSource **Information** Services has announced the availability of European Business Browser, the latest addition to its product...

...is a result of a strategic partnership between OneSource and Dun & Bradstreet, and provides integrated **information** of 300,000 companies from 19 European countries. This browser is designed to address the growing need of organizations to **analyze** their **markets**, industries, **clients**, and **competitors** in a European context. European Business Browser is available via the Internet and costs as...

20/3,K/5 (Item 5 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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02394905 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Details software strategy, plan to boost standard analog offerings -- TI hunts for new opportunities in DSP, analog

(Texas Instruments enters new phase of corporate strategy; will focus more on DSP efforts)

Electronic Engineering Times, p 4

March 08, 1999

DOCUMENT TYPE: Journal ISSN: 0192-1541 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1028

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...of DSP tools, as well as its work on courting an expanding array of third-**party** developers, forms a key barrier between the **company** and **competitors** like IBM and Intel, which is co-designing a new DSP

architecture with Analog Devices...

20/3,K/6 (Item 6 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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02377255 (USE FORMAT 7 OR 9 FOR FULLTEXT)

OneSource Releases European Information

(OneSource Information Services, in partnership with Dun & Bradstreet, has introduced the European Business Browser with information on 300,000 companies in 19 European countries)

Information Today, v 16, n 2, p 17

February 1999

DOCUMENT TYPE: Journal ISSN: 8755-6286 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 346

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...OneSource says European Business Browser is designed to address the growing need of organizations to **analyze** their **markets**, industries, **clients**, and **competitors** in a European context. The combination of **information** from Dun & Bradstreet and searching-and-reporting software from OneSource makes European Business Browser the...

20/3,K/7 (Item 7 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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02354915 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Venture Taps Mastercard Warehouse -- Consumer Data To Be Sold To Retailers

(MasterCard International is launching a new company called Transactional Data Solutions, which is a joint venture with market research firm Symmetrical Resources)

Information Week, p 34

January 25, 1999

DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 343

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...to its member banks.

Merchant Advisor is designed to help retailers boost sales and lure **customers** with more-effective advertising and **marketing**. It **compares** retailers' performance with **competitors** over a given period and in different stores. "Macy's knows what's going on..." former director of alliances and new ventures at MasterCard. Age, income, buying habits, and other **data** will be provided in clusters, such as women aged 35 to 45 with incomes of \$80,000 to \$100,000. With **data** from Symmetrical, the reports will also tell retailers which media sources the shoppers tend to...

20/3,K/8 (Item 8 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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02254980

YORKTON SECURITIES TO SPLIT INTO TWO FIRMS

(Yorkton Securities Inc plans to divide itself into two firms in order to improve focus on its core businesses and boost shareholders value)

Globe & Mail, p B1+

September 05, 1998

DOCUMENT TYPE: Regional Newspaper ISSN: 0319-0714 (Canada)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...Its institutional group, which underwrites, researches and trades technology and biotechnology stocks, has 10 technology **analysts**, nine resource **analysts**, seven **traders** and 20 equity sales **personnel**. Yorkton also investing in asset management, launching the \$10-million Lion Knowledge Industry Fund and...

20/3,K/9 (Item 9 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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02245924 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Software AG: Software agony, software ecstasy?

(Software AG has stated that it aims to achieve \$11 mil in 1998 sales and \$80 mil within the next few years)

Computer Business Review, v 6, n 8, p 14

August 1998

DOCUMENT TYPE: Journal ISSN: 1350-4665 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3365

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...This year, EntireX and related middleware could account for as much as 24% of licence **sales**, says Ken Jacobson. **Analysts** and **customers** assessing EntireX find it difficult to position. In part, it is a direct **competitor** in the messaging market to products such as IBM's MQ Series and Microsoft Message...extensible mark-up language). Unlike relational databases, XML is designed to directly manage unstructured, multimedia **data**, such as video, voice or biometrics. Moreover, K'nigs believes XML has a vital role...

...which cannot be updated. "I cannot envisage you can create real commercial applications with static **data**. You will not get ecommerce using HTML," says K'nigs. To date, no major company...

20/3,K/10 (Item 10 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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02133275 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Longs counteracts declining pharmacy margins

(Longs Drug Stores (Walnut Creek, CA) has 349 drug stores in 4 states; it plans to open 16-18 units in 1998)

Chain Drug Review, v 20, n 8, p 183

April 27, 1998

DOCUMENT TYPE: Journal ISSN: 0164-9914 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1437

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...markets provides us strength beyond our national sales ranking when compared with our West Coast **competitors**," says **company** president Steve Roath. "We know the **customers** in the West Coast markets, and we have served them well for 60 years."

Longs...

20/3,K/11 (Item 11 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2002 Resp. DB Svcs. All rts. reserv.

02093611 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Kanebo and Shiseido Develop New Cosmetic Materials

(Kanebo jointly develops fluorine-based multifunctional material for use as raw material in cosmetics; the material is type of silicone containing a perfluoroalkyl group in single molecule; Shiseido also develops new type of moisturizing agent)

New Cosmetic & Household Products in Japan, p N/A
September 15, 1997

DOCUMENT TYPE: Journal ISSN: 0362-4331 (Japan)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 461

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...however, has not led to a decrease in the intensity of the competition between the **rival manufacturers**, who are constantly enticing **consumers** with new, attractive products offering improved functions. The race to develop new materials for such...

20/3,K/12 (Item 12 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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01878925 (USE FORMAT 7 OR 9 FOR FULLTEXT)

@plan launches new Web profiling system

(@plan introduces a Web advertising planning tool which presents profiling information on Web users to advertisers)

Advertising Age, p 18

July 07, 1997

DOCUMENT TYPE: Journal ISSN: 0001-8899 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 230

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...to help them better target their messages.

Key to the system is a database containing **information** on 40,000 Web users, developed with the Gallup Organization, which advertisers can use to analyze demographic, usage, brand preference and **other user information** to plan their Web **buys**.

WEB AUDIENCE ANALYSIS

"It provides some objective third- **party** analysis of audience for Web sites," said John Nardone, director of media research for interactive...

20/3,K/13 (Item 13 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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01871922 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Metapath Eyes Personalized Phone Records For Web

(Metapath eyeing new capabilities for the future aimed at letting users view and query their own call records over the World Wide Web)

Newsbytes News Network, p N/A

June 30, 1997

DOCUMENT TYPE: Journal ISSN: 0983-1592 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 572

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...the US Telecommunications Act, sales and marketing applications aimed at preventing "churn" -- or loss of **customers** to **rival companies** -- are also gathering momentum, Newsbytes was told. And generally speaking, the entrance of new players...

20/3,K/14 (Item 14 from file: 9)

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01869794

Globalstar Gets Cash Infusion

(Globalstar raises \$325 mil from sale of senior notes to private investors;
company is close to goal of \$2.5 bil to fund 48-satellite system)

Space News, v 8, n 25, p 17

June 23, 1997

DOCUMENT TYPE: Journal ISSN: 1046-6940 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...in 19 countries, including the US, China, Russia, France, Italy, South Korea, and Canada. Globalstar **estimates** the **market** for Global Mobile **Personal** Communications by Satellite to be 30 mil world-wide, the company predicts achieving 10% of...

20/3,K/15 (Item 15 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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01799836 (USE FORMAT 7 OR 9 FOR FULLTEXT)

New player enters couponing fray

(Relationship Marketing Group is testing its DataVantage database marketing
system with 40 marketers and 200 brands)

Advertising Age, v 68, n 14, p 49

April 07, 1997

DOCUMENT TYPE: Journal ISSN: 0001-8899 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 590

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...system is about to sign new retailers in whose stores the program will coexist with **competitors** InterAct and Catalina **Marketing** .

"The **consumer** will **determine** , in the end, how the **data** are used," Mr. Robertson said. "He's king, and whatever system he favors is the..."

20/3,K/16 (Item 16 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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01786020 (USE FORMAT 7 OR 9 FOR FULLTEXT)

American Home Products--global ambitions

(Sales of American Home Products' non-Rx-bound products in Brazil totaled
US\$85+ mil in 1996)

OTC LatinA, n 21, p 277+

March 1997

DOCUMENT TYPE: Newsletter; Company Overview ISSN: 0953-539X (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3536

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...in this category are achieved off-prescription. The company is confident that its brands' strong **consumer** orientation will help to extend its lead. **Manufacturers** of **rival** brands, such as Accuvit and Supradyn (both Roche), may have to re-evaluate the positioning...

20/3,K/17 (Item 17 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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01692706 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Companies and Finance: Wiseman receives clearance to bid
(Monopolies and Mergers Commission gives Robert Wiseman Dairies approval to discuss takeover of Scottish Pride Holdings)

Financial Times London Edition, p 14

December 27, 1996

DOCUMENT TYPE: Business Newspaper ISSN: 0307-1766 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 427

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...submit, and make publicly available, regular audited reports about its prices to seven categories of **customer** in Scotland;

* provide **customer** lists and any other **data** the OFT needed to **determine** that its **market** position was not being abused; and

* undertake not to buy any **other supplier** of fresh processed milk in Scotland without the OFT's prior consent.

Mr Lang's...

20/3,K/18 (Item 18 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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01646734 (USE FORMAT 7 OR 9 FOR FULLTEXT)

MICHIGAN APPLIANCE SELLER'S CONSERVATIVE GROWTH MEANS SURVIVAL

(ABC Appliance, Michigan's largest indie appliance/electronics chain with 41 stores; estimated annual sales of \$480 mil)

Detroit Free Press , p N/A

October 16, 1996

DOCUMENT TYPE: Regional Newspaper ISSN: 1055-2758 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1116

ABSTRACT:

...public and have expanded rapidly, ABC has remained privately held, noting that the No. 1 **customer** of a public company is the stock **analyst** rather than the store **buyer**. It is now the last major independent in the market. The firm noted that its **rivals** were inclined to expand rather than service their customers, while ABC's CEO has opted...

...for the opening of one or two new stores per year. Article provides other background **information** on the firm and its competitors.

...

20/3,K/19 (Item 19 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
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01581949 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Bayer Aspirina - better the brand you know - Brazil

(Brazilian market for OTC internal analgesics is estimated at \$52 mil of which Bayer's Aspirina brands took \$20 mil)

OTC LatinA, n 14, p 62+

August 1996

DOCUMENT TYPE: Newsletter; Ranking (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 204

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Aspirina Forte, Aspirina C, Aspirina Infantil and the recent line extension, Aspirina Efervescente 500, generated **estimated sales** of just under \$20mn. Within this more **consumer** -oriented market -- worth around \$52mn in 1995 -- Sanofi Winthrop's AAS, with sales of around \$13mn, was Aspirina's greatest **rival** . **Industry** sources estimate that up to 15% of **consumer** -oriented sales are generated in mass market outlets, in spite of the fact that non...

20/3,K/20 (Item 20 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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01576413 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Management: Marketing & advertising: Passing the field test: Andrew Dickson on outsourcing sales and marketing:

(The field marketing sector is small - currently worth around [GBP]150m - but is growing fast, in line with the trend to outsourcing)

Financial Times London Edition, p 14

August 22, 1996

DOCUMENT TYPE: Business Newspaper ISSN: 0307-1766 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 759

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...region.

Provision of such information can go back to the individual store: why are the **client** 's **sales** down this month **compared** to last? What can be done to bring them up? These are the day-to...

20/3,K/21 (Item 21 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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01553683 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Sales Sleuths Find Solutions

(Pfizer's sales automation system, Sherlock, allows its roaming representatives to track down significant information)

Information Week, p 51+

July 22, 1996

DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1274

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...selling certainly has been a factor. "We have a better understanding of the environment and **customers** ," Cassese says. "That's increased **sales** ."

Analysts are impressed. Pfizer's **sales** -automation strategy is "light years ahead of **competitors** ," because it is built on the premise that

" **information** is the key to creating product demand, says Karen Harper, partner in charge of the...

20/3,K/22 (Item 22 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01485504 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Trouble In Notebook Land Sends Everyone Scrambling

(Companies like NEC Technologies, Dell Computer, and Fujitsu PC all gained market share over the last year due to supply problems)

Computer Reseller News, n 682, p 1+

May 06, 1996

DOCUMENT TYPE: Journal ISSN: 0893-8377 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 759

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...division, the Extended Desktop Business Unit, within the umbrella group for its PC products, the **Personal Information** Products Group, to coordinate strategy in mobile and desktop areas.

Other companies are aggressively challenging the **traditional** leaders' dominance in mobile **computing**. Companies such as NEC Technologies Inc., Dell Computer Corp. and Fujitsu PC Corp. all gained...

20/3,K/23 (Item 23 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01450200 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Boehringer Ingelheim--switched-on to success

(Boehringer Ingelheim's Latin American non-prescription sales totaled US\$70-80 mil in 1994)

OTC LatinA, n 10, p 299+

April 1996

DOCUMENT TYPE: Newsletter; Company Overview (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2098

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...are reported to have fallen in dollar terms, although a sizeable advertising campaign targeting both **consumers** and health professionals helped keep it well ahead of its **rivals**.

The **company**'s other significant OTC products in Mexico in 1995 included the antiseptic Isodine, which battled...

20/3,K/24 (Item 24 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01398565

COVER STORY: Automaker's reputation takes a hit

(Ford has been hit with a drop in sales and problems it must correct in order to regain its position of strength)

USA Today, v 14, n 97, p 1B+

February 01, 1996

DOCUMENT TYPE: National Newspaper; Cover Story ISSN: 0161-7389 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...car prices too high; it tried to reorganize while bringing out new models; and its **rivals** are becoming more efficient. During the fourth-quarter of 1995, Taurus **sales** were down by 25% **compared** to 1994, as **consumers** were not willing to accept the \$18,000 price tag for the car. The company...

...it is reorganizing operations by responsibility instead of by region. The article provides significantly more **information**.

20/3,K/25 (Item 25 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01310500 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Category insight bonds marketers to retailers
(M&M/Mars tested new candy aisle marketing strategies with unnamed retailer to boost sales and profits)
Advertising Age, v 66, n 42, p 24+
October 16, 1995
DOCUMENT TYPE: Journal ISSN: 0001-8899 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1398

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...that offered good assortment at competitive prices.

M&M/Mars and the retailers put their **data** and heads together to study the store's **shoppers** and its candy **sales** performance **compared** with **other retailers** in the market.

After much deliberation, the following was clear: There was definite room for...

20/3,K/26 (Item 26 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01082627 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Toshiba Notebook PC Strategy
(Toshiba's strategy for its notebook personal computers includes being very price competitive with other makers of first-tier notebooks)
Newsbytes News Network, p N/A
December 05, 1994
DOCUMENT TYPE: Journal (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 514

ABSTRACT:

Toshiba's marketing strategy for its notebook **personal** computers includes a commitment to being very price competitive with **other manufacturers** of first-tier notebooks. The company claims that having the leading **market** share in mobile **computing** is due to a combination of superior technology and performance at a price that is...

...plans to produce color notebooks having 10.4-inch screens. There is no additional significant **information** in the full text.
...

20/3,K/27 (Item 27 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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01058356

Motorola Is Planning Major New Foray Into Computer-Manufacturing Business
(Motorola will begin manufacturing computer workstations and servers with
expected shipments between 250,000 and 300,000 in 1995)

Wall Street Journal , v CCXXIV, n 65, p A3+

October 03, 1994

DOCUMENT TYPE: Business Newspaper ISSN: 0099-9660 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...workstations will start at US\$3,790. The company may announce plans to enter the **personal** computer **market** as well. **Analysts** and its **competitors** are not optimistic for Motorola, which failed when it attempted to manufacture servers and workstations...

...article mentions the actions of competing companies, and a bar graph is included from International **Data** Corp which shows the number of units of servers and workstations shipped globally for 1991...

20/3,K/28 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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05443089 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**NEON and InfoSAGE Form Value Added Reseller Agreement to Provide EAI-Driven
Decision Support Solutions**

PR NEWSWIRE

May 24, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 664

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... more products, deliver better customer service and capitalize on new business opportunities faster than their **competitors**. Business examples include **customer** service, **sales analysis**, production planning, e-business and supply chain management. The joint system will eliminate needless custom...

20/3,K/29 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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05040619 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Oracle goes FastForward to ward off rivals.

John Stokdyk.

ACCOUNTANCY AGE, p11

April 01, 1999

JOURNAL CODE: WACA LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 253

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... added, because the company needed to tailor the configurations for the UK market.

Analysts and **rival** software **companies** have questioned whether **customers** taking on cut-down versions of giant ERP suites like Oracle's will end up...

20/3,K/30 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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05008336 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Frost & Sullivan: Interactive Kiosk Components Set to Make Headway Into U.S. Market

PR NEWswire

April 19, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 891

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... s research and consulting work in this industry. Winners are selected from an in-depth **analysis** of the **market competitors**.

The 1998 Market Engineering **Customer** Focus Award goes to Quad Media. The 1998 Market Engineering Product Innovation Award goes to...

20/3,K/31 (Item 4 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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04209155 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Demand Strong for Back-End Enterprise Software, NationsBanc Montgomery Analyst Says

PR NEWswire

February 02, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 656

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and the number of storage devices increases. Computer Associates, Legato Systems* and Veritas Software* are **competitors** in this **market**.

* Thin- **client computing** : this software facilitates the use of server-based applications by client machines. Citrix Systems* is...

20/3,K/32 (Item 5 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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04169044 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Rally's and Checkers Announce Signing of Merger Agreement and 1-For-12 Reverse Stock Split

PR NEWswire

January 29, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 859

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and/or uncertainties, including but not limited to the impact of continued discounting by the **Companies** substantial **competitors**, the success of the Companies' advertising and promotion programs, **consumer** acceptance of the Companies products, increased operating costs, availability of adequate numbers of hourly paid...

20/3,K/33 (Item 6 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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04140442 (USE FORMAT 7 OR 9 FOR FULLTEXT)

EDS: EDS acquires Advanced Computing

M2 PRESSWIRE

January 26, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 639

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... market potential."

Advanced Computing's clients include AST, Canon, Compaq Services, Fujitsu, and Toshiba America **Information** Systems.

By adding a warranty claims provider to EDS' direct marketing, call center and distribution...

20/3,K/34 (Item 7 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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04133983 (USE FORMAT 7 OR 9 FOR FULLTEXT)

EDS Acquires Advanced Computing; Industry Leader in Warranty Claims Strengthens EDS Suite of Enterprise Customer Management Offerings

PR NEWSWIRE

January 26, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 632

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... market potential."

Advanced Computing's clients include AST, Canon, Compaq Services, Fujitsu, and Toshiba America **Information** Systems.

By adding a warranty claims provider to EDS' direct marketing, call center and distribution...

20/3,K/35 (Item 8 from file: 20)

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04126273 (USE FORMAT 7 OR 9 FOR FULLTEXT)

BRIEFLY NOTED

TELECOM WORLD WIRE

January 26, 1999

JOURNAL CODE: WTWW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 217

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... information service has risen by about 25% since April 1998, with more companies asking for **customer information**, **market research**, **competitor analysis** and financial **information** on suppliers and **customers**.

20/3,K/36 (Item 9 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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04103654 (USE FORMAT 7 OR 9 FOR FULLTEXT)

BUSINESS LINK SURREY: GBP 1,000 info investment sees hundred fold return for MHH Engineering

M2 PRESSWIRE

January 22, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 650

... information have risen by around 25 per cent since April with more companies looking for **customer information**, **market research**, **competitor analysis** and financial **information** on suppliers and **customers**.

20/3,K/37 (Item 10 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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03744423 (USE FORMAT 7 OR 9 FOR FULLTEXT)

OneSource Sets the Standard for European Information with European Business Browser

BUSINESS WIRE

December 14, 1998

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 841

... their markets, industries, clients and competitors in a European context. The combination of comprehensive, timely **information** from Dun and Bradstreet and unique searching and reporting software from OneSource makes European Business...

20/3,K/38 (Item 11 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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03636051 (USE FORMAT 7 OR 9 FOR FULLTEXT)

STRATEGY ANALYTICS: Prepaid is winning cellular price war

M2 PRESSWIRE

December 02, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 577

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... prepaid users will have almost tripled to over 67 million, around 40% of the cellular **market** .

Company Background:

Strategy **Analytics** , formerly BIS Strategic Decisions, provides **information** and insights which help **competitors** develop strategies in **consumer** electronics and media, communications, personal computing, automotive electronics, and enabling technology business. Working on a...

20/3,K/39 (Item 12 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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03508371 (USE FORMAT 7 OR 9 FOR FULLTEXT)

City: Dixons accuses Intel of 'sour grapes' on prices

Dan Roberts

DAILY TELEGRAPH

November 20, 1998

JOURNAL CODE: FDTL LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 325

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... computers containing Intel chips has fallen from 95pc to 55pc over the past year as **customers** switch to cheaper machines containing chips from **rival manufacturers** AMD and Cyrix.

Mr O'Brien said: "Intel are probably interpreting their loss of market

...

20/3,K/40 (Item 13 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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03430889 (USE FORMAT 7 OR 9 FOR FULLTEXT)

GENTIA: Gentia announces acquisition of Compression Sciences

M2 PRESSWIRE

November 12, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 694

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... base will purchase a new product, or a telecommunications company may like to predict which **customers** are most at risk to switching to a **rival supplier**. By extending our Gentia platform for analytical applications with Compression Science's technology, we can...

20/3,K/41 (Item 14 from file: 20)
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03402105 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Gentia Announces Acquisition of Compression Sciences
PR NEWSWIRE
November 10, 1998
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 710

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... base will purchase a new product, or a telecommunications company may like to predict which **customers** are most at risk to switching to a **rival supplier**. By extending our Gentia platform for analytical applications with Compression Science's technology, we can...

20/3,K/42 (Item 15 from file: 20)
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03393946 (USE FORMAT 7 OR 9 FOR FULLTEXT)
IVI Checkmate Announces Appointment of Intouch Technology USA, Inc. as a Reseller of the eN-Touch 1000 Interactive Guest Terminal
BUSINESS WIRE
November 10, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 895

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... products; the Company's dependence on its proprietary technologies (which may be independently developed by **competitors**); the **Company's** dependence on a small number of large **customers** as well as the volume and timing of bookings received during a quarter and variations...

20/3,K/43 (Item 16 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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03187823 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Telecom Providers' Need for Costing and Customer Intelligence Intensifies to Achieve Profitability and Growth
BUSINESS WIRE
October 22, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 706

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... preferences for bundled services and alternative market positioning strategies -- identifying the price point at which **customers** are likely to switch to a **competitor** -- **determining** the **buying** values that drive market preferences for products/services and their related distribution alternatives.

The Arthur...

20/3,K/44 (Item 17 from file: 20)

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03078598

New Oracle Application Provides Flexible Service Contracts Management for the Enterprise

PR NEWSWIRE

October 12, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 561

... contract offerings as are necessary to meet the service needs and price expectations of different **market** segments. * **Calculate** price according to usage, environment, distance or any **other user** -defined parameters. * Tailor contracts using build-in business logic, enabling **customers** to get customized service, from a defined response time, percentage of uptime, or any combination...

... Contracts provides service businesses with easy access to both front office and back-end ERP **information** that impacts a customer's contract. It automates administrative processes associated with service contracts such...

... and, Contract Performance Analysis. Oracle Corporation is the world's leading supplier of software for **information** management, and the world's second largest software company. With annual revenues of more than...

... consulting, education and support services, in more than 140 countries around the world. For more **information** about Oracle, please call 650-506-7000. Oracle's World Wide Web address is (URL...

20/3,K/45 (Item 18 from file: 20)

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03047390

E*TRADE Adds Online Insurance Products from InsWeb

PR NEWSWIRE

October 08, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 875

... time stock quotes, Smart Alerts, market commentary and analysis, news, investor community areas and other **information** services. In August, E*TRADE was named the number one online brokerage service in a...

... consumer behavior, and the introduction of competing products having technological and/or other advantages. Further **information** about these matters can be found in the **information** included in the annual report filed by the Company with the SEC on Form 10...

20/3,K/46 (Item 19 from file: 20)

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03039070

Report Shows Local Phone Markets in the West Still Closed to Competitors

PR NEWSWIRE

October 07, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 742

... Act, specific to the state's local market. Phigler warns while cooperation between the Bell **companies**, **competitors** and regulators is a step in the right direction, **consumers** should not expect the immediate emergence of competition for their local phone service. "The collaboratives ...

... Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington and Wisconsin. The report is intended to provide **consumers** and the media with a blueprint by which to **evaluate** local competition in their **market**. A.C.T. is a broad-based grassroots coalition comprised of consumers, community leaders, senior...

20/3,K/47 (Item 20 from file: 20)
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03035061

Report Shows Midwest Local Phone Markets Still Closed to Competitors
PR NEWSWIRE
October 07, 1998
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 738

... Act, specific to the state's local market. Phigler warns while cooperation between the Bell **companies**, **competitors** and regulators is a step in the right direction, **consumers** should not expect the immediate emergence of competition for their local phone service. "The collaboratives ...

... Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington and Wisconsin. The report is intended to provide **consumers** and the media with a blueprint by which to **evaluate** local competition in their **market**. A.C.T. is a broad-based grassroots coalition comprised of consumers, community leaders, senior...

20/3,K/48 (Item 21 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

03034257

Report Shows Northeast Local Phone Markets Still Closed to Competitors
PR NEWSWIRE
October 07, 1998
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 740

... Act, specific to the state's local market. Phigler warns while cooperation between the Bell **companies**, **competitors** and regulators is a step in the right direction, **consumers** should not expect the immediate emergence of competition for their local phone service. "The collaboratives ...

... Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington and Wisconsin. The report is intended to provide **consumers** and the media with a blueprint by which to **evaluate** local competition in their **market**. A.C.T. is a broad-based grassroots coalition comprised of consumers, community leaders, senior...

20/3,K/49 (Item 22 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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03034256

Report Shows Southeast Local Phone Markets Still Closed to Competitors
PR NEWSWIRE

October 07, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 739

... Act, specific to the state's local market. Phigler warns while cooperation between the Bell **companies**, **competitors** and regulators is a step in the right direction, **consumers** should not expect the immediate emergence of competition for their local phone service. "The collaboratives ...

... Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington and Wisconsin. The report is intended to provide **consumers** and the media with a blueprint by which to **evaluate** local competition in their **market**. A.C.T. is a broad-based grassroots coalition comprised of consumers, community leaders, senior...

20/3,K/50 (Item 23 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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03034253

Report Shows Local Phone Markets Still Closed to Competitors

PR NEWSWIRE

October 07, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 713

... Act, specific to the state's local market. Phigler warns while cooperation between the Bell **companies**, **competitors** and regulators is a step in the right direction, **consumers** should not expect the immediate emergence of competition for their local phone service. "The collaboratives ...

... Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington and Wisconsin. The report is intended to provide **consumers** and the media with a blueprint by which to **evaluate** local competition in their **market**. A.C.T. is a broad-based grassroots coalition comprised of consumers, community leaders, senior...

20/3,K/51 (Item 24 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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02935140

IntelliQuest MKIS Partners with Penn State's Institute for the Study of Business Markets for Acclaimed MkIS User Forum

BUSINESS WIRE

September 25, 1998

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 882

... database marketing. IQ MKIS provides products and services that support the complete marketing process -- from **customer** identification through data enhancement, **analysis** and segmentation, **marketing** program development -- IQ MKIS helps technology marketers maximize the overall effectiveness of their customer identification...

20/3,K/52 (Item 25 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

02879165

Current Analysis Extends Competitive Intelligence to Third-Party Channel to Drive Additional Sales

BUSINESS WIRE

September 21, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 736

...vendor and channel partner is formed. Vendors have complete control over the analysis and competitive **information** that is distributed to their channel partners. Through the ChannelFILTER(tm) platform feature, vendors set...

... member with a combined average of 20-years experience in their respective industries: Internet commerce, **information** security, enterprise infrastructure, carrier infrastructure, network services and **data** warehousing. Clients include 3COM, Bay Networks, Cabletron, Cisco Systems, InterWorld, CertCo, GTE, Fujitsu, IBM, Lucent Technologies, Netscape, Nortel, Oracle, Paradyne, Siemens and Xylan, among others. For more **information**, visit Current Analysis at <http://www.currentanalysis.com>. Current Analysis, CurrentCHANNEL, ChannelFILTER, CurrentALERT and ChannelCOMMENT...

20/3,K/53 (Item 26 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02802663

SAP Announces SAP FOCUS Initiative to Deliver First Solution For Complete Customer Relationship Life Cycle
BUSINESS WIRE
September 14, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1385

... attract and retain the most profitable customers and identify appropriate products and pricing for targeted **customer** segments. SAP **Marketing** includes functionality for **market analysis** databases, **competitors** and competitive products, forecasting, campaign management, a marketing encyclopedia, and tracking and reporting of marketing...

... interactions. (The customer representative can get a quick overview and then easily drill down for **details**.) No matter where or what kind of interaction takes place, from placing an order to deducting an invoice or returning a product, the **information** is available within the customer cockpit. Additional benefits include faster sales closure, reduced administrative costs... customer service anywhere in the world, day or night, while providing customer representatives with the **information** and immediate access and control they need to maximize every customer contact. SAP Service includes...

... available. "There is a growing trend toward the strategic use of real-time, integrated customer **data** to proactively meet and surpass customer expectations for product delivery and service," said Liz Shahnam ...

20/3,K/54 (Item 27 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02760888 (USE FORMAT 7 OR 9 FOR FULLTEXT)
GERMANY: ELECTRONIC COMPONENTS MARKET (1)
U.S. and Foreign Commercial Service (US&FCS)
INDUSTRY SECTOR ANALYSIS
July 04, 1998
JOURNAL CODE: FISA LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 4301

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... increase of 3.7 percent 1998, the Chairman of the German Electronic Components Association (ZVEI) **estimates** a **market** increase of 10 percent, despite prevailing price pressures on memory chips (DRAMs).

Active components (semiconductors...

... end-user absorbing 26.3 percent of the market, followed (21.2 percent), and electronic **data** processing equipment (20.8 percent).

Entertainment electronics accounted for 5.6 percent of the electronic

...

... end-user with a 26.3 percent share, followed automotive electronics (21.2 percent), electronic **data** processing equipment (20.8 percent), and entertainment electronics with 5.6 percent.

Active Components

The...

...256 million) to DM 12.2 billion (\$6.8 billion).

The telecommunications and the electronic **data** processing equipment industries continue to be the most important active component end-users with a...

... in terms of growth with 13.3 percent or DM 274 million (\$152 million), followed **consumer** goods (plus 11.1 percent). Entertainment electronics accounted for 7.3 percent of the active...state of the market in other areas of telecommunications.

Demand for electronic components for the **consumer** electronics industry continues to decline rapidly in Germany, with 1997 figures declining 25.7 percent compared with 1996, reaching a new low. The market for **data** technology also declined percent. The continuing trend to transfer production to low-wage countries is...

... reached DM 6.3 billion (\$3.5 billion). The main impetus for this growth came **data** technology sectors.

The world market, which had already shown an increase in 1996, experienced a...

... 521 million or \$289.4 million) are industrial electronics (DM 200 million or \$111 million), **data** technology (DM 146 million or \$81.1 million), and telecommunications (DM 89 million or \$49...

... 7 percent with sales of DM 2.68 billion (\$1.49 billion). The most important **consumers** in Germany are telecommunications companies with over 32 percent, industrial electronics companies with approximately 24 percent and **data** technology companies follow with just over 20 percent.

Outlook for 1998

Due to the financial...

... modest volume of exports to this region. The main driving forces will continue to come **information** technology and communications industries. The domestic market is expected to grow in 1998, as follows...

... 3.8 percent. German exports for electro-mechanical components are projected to remain high.

Statistical Data

Electronic Components
(in German Marks - Millions)
Est. Average
Annual Growth

	1997	1998(e)	1999(e...80	
Assumed Inflation				
Rate (%):	1.9	2.1	2.0	2.0-2.5
(e) = estimated				

1997 Import **Market** Share (Percent for U.S. and major **competitors**):
United States 19.5%, Japan 15.4%, Great Britain/Ireland 7.4%, The Netherlands 6...

20/3,K/55 (Item 28 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02675691 (USE FORMAT 7 OR 9 FOR FULLTEXT)
SURVEY - MASTERING FINANCE - THE BANK IS DEAD! LONG LIVE THE BANK!
Raghuram Rajan
BUSINESS DAY (SOUTH AFRICA), p5
August 31, 1998
JOURNAL CODE: FBUD LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 3760

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... rating agencies and news services, reduced the advantage banks had in being more informed about **clients** than **others** .

Companies became sufficiently well-known and **analysed** to tap **markets** directly. Faster **data** processing made the markets themselves more liquid, enabling companies to raise large pools of money...

20/3,K/56 (Item 29 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02636960 (USE FORMAT 7 OR 9 FOR FULLTEXT)
STRATEGY ANALYTICS: Cellular penetration to reach 45% in W. Europe
M2 PRESSWIRE
August 27, 1998
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 551

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... of things, therefore, W. Europe will continue to be a very important and competitive cellular **marketplace** ".

Company Background:

Strategy **Analytics** , formerly BIS Strategic Decisions, provides **information** and insights which help **competitors** develop strategies in **consumer** electronics and media, communications, personal computing, automotive electronics, and enabling technology business. Working on a...

20/3,K/57 (Item 30 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02545323 (USE FORMAT 7 OR 9 FOR FULLTEXT)
OneSource Integrates Financial Times Information, Disclosure and infoUSA
Databases Into Business Browser
BUSINESS WIRE
August 18, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 829

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... what they need so they spend less time searching and more time finding and keeping **customers** , researching new opportunities, tracking **competitors** and **analyzing** **market** trends.

Business Browser delivers a complete range of corporate and industry information including company profiles...

20/3,K/58 (Item 31 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

02538577 (USE FORMAT 7 OR 9 FOR FULLTEXT)

MICROSTRATEGY: MicroStrategy's decision support tech helps AlliedSignal increase efficiency & satisfaction

M2 PRESSWIRE

August 17, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1061

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... to examine daily sales data, compare sales figures to forecasts and budget, identify the top **customers** in a given channel, and **determine** how many **orders** were pending and what the cycle time was for filling orders. After reviewing **other vendors** and considering the diverse needs of its employees, Automotive Aftermarket-Americas selected MicroStrategy's decision...

20/3,K/59 (Item 32 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

02530615 (USE FORMAT 7 OR 9 FOR FULLTEXT)

MicroStrategy's Decision Support Technology Helps AlliedSignal Increase Efficiency and Customer Satisfaction

BUSINESS WIRE

August 17, 1998

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1294

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... to examine daily sales data, compare sales figures to forecasts and budget, identify the top **customers** in a given channel, and **determine** how many **orders** were pending and what the cycle time was for filling orders. After reviewing **other vendors** and considering the diverse needs of its employees, Automotive Aftermarket-Americas selected MicroStrategy's decision...

20/3,K/60 (Item 33 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

02413645 (USE FORMAT 7 OR 9 FOR FULLTEXT)

GERMANY: COMPUTER SOFTWARE MARKET (2)

U.S. and Foreign Commercial Service (US&FCS)

INDUSTRY SECTOR ANALYSIS

May 29, 1998

JOURNAL CODE: FISA LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 5313

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... software market and listed strengths and weaknesses of the competitors as follows (for complete contact **information**, see section H. KEY CONTACTS).

Oracle

Target: Securing leading position with databases, expansion into business...

20/3,K/61 (Item 34 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

01952518 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**OneSource Announces Sale of Insurance Information Business to Thomson
Financial Services**

BUSINESS WIRE

June 17, 1998 12:14

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 390

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... service, delivering the company and industry information that business professionals need to find and keep **customers**, research new opportunities, track **competitors** and **analyze market** trends.

Sheshunoff has acquired both the insurance information products and the insurance information team from...

20/3,K/62 (Item 35 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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01863257 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**A Marketing DREAM . . . HAPPENS for REAL - A PROFOUND Information Age
BREAKTHROUGH from Valuable Information Ltd.**

PR NEWSWIRE

June 08, 1998 12:17

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 407

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... COME TRUE for industrial marketing groups. Now, marketing groups can analyze each and every prospect, **customer**, **supplier** and **competitor** to "see" the advantages and disadvantages held by each. Knowing best practices and competitive edges...

... optimize enterprise success. Simply stated, the MAXIMUM WINNING ADVANTAGE shifts to the holder of this **information**. No other technique holds as high a success guarantee.

The extremely HIGH BENEFIT-to-cost...

20/3,K/63 (Item 36 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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01665485 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Analysis & Technology, Inc. Subsidiary Awarded \$55 Million Contract With
IRS**

BUSINESS WIRE

May 19, 1998 7:53

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 281

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... in the custom training marketplace." Analysis & Technology, Inc. creates technology-based solutions through engineering and **information** technologies. Its subsidiary, Interactive Media Corp., creates technology- and Web-based training using leading-edge...

20/3,K/64 (Item 37 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2002 The Dialog Corp. All rts. reserv.

01549805 (USE FORMAT 7 OR 9 FOR FULLTEXT)

First Team Sports, Inc. Announces Fiscal 1998 Sales and Earnings

PR NEWSWIRE

May 05, 1998 21:3
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1166

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... this was a very difficult year for First Team and the entire in-line skate **industry**. **Competitor** 's oversupply of product and reduced **consumer** demand created a very unhealthy retail environment for our industry. Consequently, we were forced to...

20/3,K/65 (Item 38 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

01512171 (USE FORMAT 7 OR 9 FOR FULLTEXT)
STRATEGY ANALYTICS: US paging market reaching saturation point
M2 PRESSWIRE
April 29, 1998
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 592

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... the third place position, which is currently held by Panasonic with 4 percent of the **market** share."

Company Background:

Strategy **Analytics**, formerly BIS Strategic Decisions, provides **information** and insights which help **competitors** develop strategies in mobile and wireless communications, **consumer** electronics, personal computing, automotive electronics, and enabling technology business. Working on a truly global basis...

20/3,K/66 (Item 39 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

01512165 (USE FORMAT 7 OR 9 FOR FULLTEXT)
STRATEGY ANALYTICS: Cellular handset prices barrier to US market expansion
M2 PRESSWIRE
April 29, 1998
JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 504

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... providers how to achieve the specific market results they require, within any segment of the **market**."

Company Background:

Strategy **Analytics**, formerly BIS Strategic Decisions, provides **information** and insights which help **competitors** develop strategies in **consumer** electronics and media, communications, personal computing, automotive electronics, and enabling technology business. Working on a...

20/3,K/67 (Item 40 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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01492306 (USE FORMAT 7 OR 9 FOR FULLTEXT)
OneSource Named To Upside Magazine's Hot 100 Private Technology Companies
BUSINESS WIRE
April 28, 1998 10:49
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 488

... delivers the core company and industry information that business professionals need to find and keep **customers**, research new opportunities, track **competitors** and **analyze market** trends. Unlike services which provide only one type of **data** such as real-time news or financial reports, Business Browser brings together many of the...

... business and trade articles as well as financial reports and news. Business Browser's premier **data** partners include Market Guide, Financial Times **Information**, Reuters, Investext, Comtex, Hoover's, RDS, Standard and Poor's and many others. Through a fixed-price subscription for unlimited usage, Business Browser delivers **information** on hundreds of industries and thousands of public and private companies to subscribers anywhere they...

... the Web. With only relevant business-to-business content included, Business Browser customers quickly find **information** they can act on, without wasting time moving between different databases, randomly surfing the web or executing complicated searches. Additional **information** regarding the Upside Hot 100 is available at www.upside.com. About OneSource

OneSource Information...

20/3,K/68 (Item 41 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

01483453 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Contra Costa Times, Walnut Creek, Calif., Real Jobs Column

Jessica Guynn

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (CONTRA COSTA TIMES, CALIF)

April 27, 1998 13:31

JOURNAL CODE: KCCT LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 808

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... analysts and Documentum's salespeople in the field. Martin then sorts through all of the **data** and incorporates customer feedback and intelligence on competitor products into the product development process. Then...

20/3,K/69 (Item 42 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

01441805 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Xionics Document Technologies, Inc. Reports Third Quarter Results

BUSINESS WIRE

April 21, 1998 16:55

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1584

... products; the Company's dependence on its relationships with a relatively small number of significant **customers**; the pressures of intense competition from the **Company's competitors**; and the other risks and uncertainties described in Xionics' Annual Report on Form 10-K...

20/3,K/70 (Item 43 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

01438441 (USE FORMAT 7 OR 9 FOR FULLTEXT)

'Buying local goods will help in recovery'

NEW STRAITS TIMES (MALAYSIA)

April 28, 1998

JOURNAL CODE: FNST LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 184

KOTA KINABALU, Mon. - Domestic **Trade** and **Consumer** Affairs Minister **Datuk** Seri Megat **Junid** Megat Ayob is **confident** the " **Buy Malaysian**" products campaign will succeed despite complaints that the prices are higher than imported ones...

20/3,K/71 (Item 44 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2002 The Dialog Corp. All rts. reserv.

01433145 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Randall Publishing Acquires EDA

BUSINESS WIRE

April 21, 1998 9:56

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 424

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and the last date the company made a purchase. "EDA serves a wide variety of **clients** by helping them **determine** their **competitors** ' **market** share, **analyze** equipment populations in specific geographic regions, improve dealer management and review the progress of their sales force," Howell says. "We provide **information** essential to effective marketing, dealer and sales staff development, and anticipating and capitalizing on industry...

20/3,K/72 (Item 1 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0009582439 B0IKBBPABWFT

SURVEY - MASTERING MARKETING PART 8: Escaping the commodity trap in business markets

JAMES ANDERSON, GREGORY CARPENTER

Financial Times, Surveys ED, P 3

Monday, November 2, 1998

DOCUMENT TYPE: Surveys; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 2,876

...concluding that they are in a commodity business, suppliers need to look more closely at **market** and internal **data** to **determine** exactly what differences there are between their offerings and their **competitors** '. Specifically, they should estimate the value that **customers** receive, validate their pricing and estimate their share of customers' business.

Estimate the value that...

20/3,K/73 (Item 2 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0009563511 B0IIQAYABSFT

SURVEY - MASTERING MARKETING: Changing the rules of the marketing game

GREGORY CARPENTER

Financial Times, Surveys ED, P 2

Monday, September 14, 1998

DOCUMENT TYPE: Surveys; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 2,817

...this rush to embrace the marketing concept has produced some unanticipated consequences.

In many cases **competitors** are speaking to the same **customers** ,
analysing similar if not identical **market** research **data** , drawing new
managers and new ideas from the same sources and benchmarking the same
companies...

20/3,K/74 (Item 3 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0009046923 BOHGLACACOF
**Management: A blossoming relationship: Vanessa Houlder assesses the growing
strategic role played by loyalty schemes**
VANESSA HOULDER
Financial Times, London Edition 1 ED, P 10
Monday, July 28, 1997
DOCUMENT TYPE: Features; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
Word Count: 1,050

...service.

'I think there will be a huge amount of cash wasted' says Simon Hay,
client services director of DunnHumby Associates, an agency that **analyses**
relationship **marketing** **data** for Tesco and **other** **companies** .

Experts like Hay argue that the success of relationship marketing depends
on the whole business...

20/3,K/75 (Item 4 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0008575138 BOGHVACACYFT
**Management: Marketing & advertising: Passing the field test: Andrew Dickson
on outsourcing sales and marketing**
ANDREW DICKSON
Financial Times, London Edition 1 ED, P 14
Thursday, August 22, 1996
DOCUMENT TYPE: Features; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
Word Count: 778

...region.

Provision of such information can go back to the individual store: why are
the **client** 's **sales** down this month **compared** to last? What can be done
to bring them up? These are the day-to...

20/3,K/76 (Item 5 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0008550213 BOGL0ACAC2FT
Companies and Finance: Wiseman receives clearance to bid
CLAY HARRIS
Financial Times, London Edition 1 ED, P 14
Friday, December 27, 1996
DOCUMENT TYPE: Stories; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
Word Count: 430

...submit, and make publicly available, regular audited reports about its
prices to seven categories of **customer** in Scotland;

* provide **customer** lists and any other **data** the OFT needed to
determine that its **market** position was not being abused; and

* undertake not to buy any **other** **supplier** of fresh processed milk in
Scotland without the OFT's prior consent.

Mr Lang's...

20/3,K/77 (Item 6 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0008074512 BOFHOF0AC5FT
Argos bucks the retailing trend with 43% rise
PATRICK HARVERSON
Financial Times, P 15
Tuesday, August 15, 1995
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 549

...company said sales had grown because it was selling a wider range of
products to **customers** and winning market share from **rival** **retailers**
unable to compete with its low prices.

However, Argos's share price fell 5p to...

20/3,K/78 (Item 7 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0008073941 BOFHQEJAFGFT
International Company News: Hewlett-Packard earnings up 66%
LOUISE KEHOE
Financial Times, P 20
Thursday, August 17, 1995
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 397

...the component shortage problems and difficulties in forecasting demand
that have plagued many of its **competitors** .

The **company** 's **personal** computers, workstations, multiuser computers and
printers are all gaining **market** share, industry **analysts** said.

An increased proportion of **personal** computers and other low cost products
increased the cost of goods sold, as a percentage...

20/3,K/79 (Item 8 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0007043383 BODGICIAA9FT
Border boom town sets lesson in trade
IAIN SIMPSON
Financial Times, P 4
Friday, July 9, 1993
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 643

...consumer goods into China. On the return journey, they bring
construction materials, machinery and other **consumer** durables to Vietnam.
Local government officials **estimate** that the two-way **trade** is worth
tens of billions of Dong, or millions of dollars, every month.

At Mong...

20/3,K/80 (Item 9 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
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0006063511 BOBLMB5AD9FT
**Survey of Software at Work (1): How software helps the hard sell - Comment
/ Now it's the turn of sales and marketing to benefit from
computerisation**
ALAN CANE
Financial Times, P II
Friday, December 13, 1991
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 1,073

...American Hospital Supply demonstrated the power of 'channel lock-in' -
an electronic link to the **customer** that shut **competitors** out,
companies with no hope of emulating AHS's strategy, nevertheless, ploughed
ahead with expensive channel strategies...

20/3,K/81 (Item 10 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0006022837 BOBBVBRACBFT
Technology: Software that fits the bill
DELLA BRADSHAW
Financial Times, P 25
Friday, February 22, 1991
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 312

...laptop PC upwards, so the software can be taken to local sites to get
customer **information** . It incorporates a model known as conjoint analysis
which, when fed with **data** on the **market** , **customers** and **competitors**
can **calculate** the appropriate IT response.

20/3,K/82 (Item 11 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0006000544 BOBFUARAGKFT
**Computer makers feel the squeeze: IBM's forecast of lower profits is a
warning to all**
LOUISE KEHOE
Financial Times, P 19
Friday, June 21, 1991
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 716

...on new high-end mainframe computers scheduled for first delivery later
this year.

In the **personal** computer sector, IBM is struggling to fend off
lower-priced **competitors** . The **company** has cut its PC prices twice in
the past month, but competitors have followed suit...

20/3,K/83 (Item 12 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0005505912 BOAE2A1ABCFT
**Management (The Growing Business): The cost of late payment - The UK's poor
credit discipline**

CHARLES BATCHELOR
Financial Times, P 20
Tuesday, May 29, 1990
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 517

...management group. Intrum is mailing its study to 15,000 UK companies and 1,000 **trade** organisations.

The Intrum study **calculates** that the total cost of providing **customers** with an extra 48 days of credit is equivalent to 5.7 per cent of...

20/3,K/84 (Item 13 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0005022021 B09CFBJAAXFT
Management: Playing Softball And Building Up Confidence - Bain and Co
MICHAEL SKAPINKER
Financial Times, P 14
Monday, March 6, 1989
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 1,543

...of the businesses that we're working with, based on a more complete analysis of **data** . We get a better fix, say, on how a product is received by customers, how customers perceive the products of a **client** relative to **competitors** .

'We structure **market** research. We try to **determine** what the **client** 's cost position is relative to **competitors** . We try to build up what we think is a logical picture of the business...

20/3,K/85 (Item 14 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0004547879 B08JXB7AFEFT
Markets: Confusion Hits Abbey Habitat
JOHN EDWARDS
Financial Times, P II
Saturday, October 22, 1988
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 792

...services, Abbey Life will also be able to sell direct to the 750,000 Bowmaker **customers** .

Black Horse Life, the **rival company** within the same group, will be expanded to sell its range of Lloyds Bank products...

20/3,K/86 (Item 15 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0004062397 B07G3A9AD4FT
Technology: Higher Profile For A Quick-Thinking Baby
PETER MARSH
Financial Times, P 31
Wednesday, July 29, 1987
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 441

...its niche in the computer industry by turning out machines for specialist jobs. One big **customer** is Perkin Elmer itself, which **buys**

Concurrent computers to **analyse data** in products such as electron-beam machines used in the semiconductor industry.

Another user of Concurrent machines is Britain's Manpower Services Commission, the Government department that attempts to find jobs for unemployed people. The computers send job **details** to terminals installed in about 1,000 MSC offices around the country.

Superminis come into...

20/3,K/87 (Item 16 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0004061097 B07HFARABEFT
IBM Re-Enters Small Computer Market
LOUISE KEHOE
Financial Times, P 1
Wednesday, August 5, 1987
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 418

...24 bn last year.

IBM said it would offer large discounts, but refused to divulge **details**. According to Dataquest, discounts in the education market average about 45 per cent, but the analysts expect IBM to be able to beat **competitors'** prices.

Ms Sharon Hashimoto, Dataquest's **personal computer market analyst**, said:
'It will take time for IBM to make any significant inroads into the education...

20/3,K/88 (Item 17 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0003504917 B06E2AQAD2FT
Management: Small Business in Brief / Business risk evaluation
CHRISTOPHER LORENZ
Financial Times, P 14
Tuesday, May 27, 1986
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 72

TEXT:
...booklet, entitled Advance Warning, has been published aimed at providing businesses with pointers on risk **evaluation**, bad debt reduction, and **marketing**. It also provides guidance on monitoring **competitors**, **clients** and suppliers and on ways of identifying **other companies** or market sectors ripe for takeover or attack. The booklet is available free from the Advance **Information** Consortium, 38 Court Farm Road, Warlingham, Surrey CR3 9BD, telephone 08832 5572 or 01-583...

20/3,K/89 (Item 18 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2002 Financial Times Ltd. All rts. reserv.

0003025914 B06KSBBAD4FT
Dee Given Go-ahead To Relaunch Booker Bid / Monopolies Commission ruling
ALEXANDER NICOLL
Financial Times, P 36
Thursday, January 24, 1985
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 479

...that increased purchasing power would be offset because the benefits would be passed on to **customers** ; that Dee would not discriminate against **rival retailers** by charging them higher prices at its cash and carry outlets; and that Dee would...

20/3,K/90 (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2002 Business Wire. All rts. reserv.

00048660 19990521141B1076 (USE FORMAT 7 FOR FULLTEXT)
SPSS Announces Clementine Solution Publisher
Business Wire
Friday, May 21, 1999 09:19 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,159

...organizations can use such as:

- Cross-selling - telemarketing representatives can recommend other financial products to **customers** as they wait for their **information** .
- Churn **analysis** - **marketers** can rank **customers** daily on likelihood to switch to a **competitor** , enabling them to develop specific counteroffers.
- Fraud detection - agents can identify those most likely to...

20/3,K/91 (Item 2 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2002 Business Wire. All rts. reserv.

00010285 1999060B1302 (USE FORMAT 7 FOR FULLTEXT)
Internet Portals to Lead E-Merchant Stampede in 1999; Tens of thousands of merchants will turn to portals for e-commerce services
Business Wire
Monday, March 1, 1999 12:48 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 676

...will also be increasingly driven to the Web by the promise of reaching many more **customers** and by the fact that their **competitors** and **suppliers** are selling online. These factors, combined with the significant growth of online retail during Christmas...

20/3,K/92 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

01002012
STUDY FINDS MORE THAN 300,000 PA. USERS HAVE SWITCHED SUPPLIERS SINCE JANUARY
Power Markets Week March 1, 1999; Pg 7; Vol. 77, No. 41
Journal Code: PMW ISSN: 1078-9820
Section Heading: RETAIL COMPETITION
Word Count: 631 *Full text available in Formats 5, 7 and 9*

TEXT:
...s investor-owned utilities to recover their stranded costs.

Subscriptions to the study, which includes **customer data** and models, a national **competitor** analysis and a national regulatory **analysis**, may be **purchased** from Xenergy. The company's next study will cover New Jersey, New York, Connecticut and...

20/3,K/93 (Item 2 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

00960547

LOOK OUT, SUPERMARKETS--WAL-MART IS HUNGRY: Its ``experimental'' stores already have grocers running scared

Business Week September 14, 1998; Pg 98; Number 3595

Journal Code: BW ISSN: 0007-7135

Section Heading: The Corporation: STRATEGIES

Word Count: 1,357 *Full text available in Formats 5, 7 and 9*

BYLINE:

By Wendy Zellner in Broken Arrow, Okla.

TEXT:

... own groceries, giving it a cost advantage over the many rival grocers that use third- **party** wholesalers.

As a result, most **analysts** expect the Neighborhood **Markets** to compete heavily on price when they

20/3,K/94 (Item 3 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

00934360

APPA AND NRECA ARGUE FOR TWO-YEAR MORATORIUM ON LARGE MERGERS

Inside FERC April 13, 1998; Pg 7; Vol. 332, No. 27

Journal Code: FERC ISSN: 0-163-948X

Section Heading: MERGERS

Word Count: 887 *Full text available in Formats 5, 7 and 9*

TEXT:

... the airline, cable and telecommunication industries that reliance on general assumptions about competition rather than **analysis** of actual **markets** can have disastrous results for **consumers**, the groups claimed. In the airline **industry**, new **competitors** went bankrupt, fares diverged wildly and today, `` **consumer** choice has dwindled as route dominance has taken hold.'' Rates for cable service have increased...

20/3,K/95 (Item 4 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

00861901

THE IN-YOUR-FACE ECONOMIST: Business likes Jerry Hausman's blunt advice

Business Week June 30, 1997; Pg 76; Number 3533

Journal Code: BW ISSN: 0007-7135

Section Heading: Economics: CONSULTING

Word Count: 1,072 *Full text available in Formats 5, 7 and 9*

BYLINE:

By Peter Coy in New York

TEXT:

...95 with one-button access to the Microsoft Network. He says trustbusters often protect a **company** 's **competitors** instead of its **customers**. Antitrust guidelines, he says, underestimate how hard it is for a company to raise prices...

20/3,K/96 (Item 5 from file: 624)
DIALOG(R) File 624:McGraw-Hill Publications
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00784417

EIA PROPOSING TO REQUIRE MARKETERS TO REPORT MONTHLY PRICES, VOLUMES
Inside FERCS Gas Market Report July 26, 1996; Pg 5; Vol. 23, No. 29
Journal Code: GMR ISSN: 8756-3711
Section Heading: DATA COLLECTION
Word Count: 928 *Full text available in Formats 5, 7 and 9*

TEXT:

... requested. This information is of an extremely sensitive competitive nature.'

If EIA published the pricing information, it would enable competitors to determine each other's sales prices, margins and customers, ECT said. 'This is of major concern to ECT since we work extremely hard to...

20/3,K/97 (Item 6 from file: 624)
DIALOG(R) File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

0705422

Banking on Objects: The Bank of Nova Scotia builds its next generation applications on Versant ODEMS
Open Computing October, 1995 Vol Vol. 12, No. 10; Pg 74
Journal Code: UNIX ISSN: 0739-5922
Section Heading: PRODUCTS: ON-SITE REVIEW
Word Count: 1,282 *Full text available in Formats 5, 7 and 9*

BYLINE:

By Gael Core

TEXT:

...databases," says Kramer. "That turns out not to be true at all."

Last year, International Data Corp. estimated the market for object databases was about \$75 million which was shared by about a dozen small competitors. With small companies providing the technology, some customers are weary about the staying power of the object database vendor, regardless of how good the technology is. Even so, International Data Corp. estimates that revenue will continue to grow, reaching \$1.5 billion by 1998.

The...

20/3,K/98 (Item 7 from file: 624)
DIALOG(R) File 624:McGraw-Hill Publications
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0630608

Japanese alloys buyers settle supply contracts
Metals Week December 26, 1994; Pg 6; Vol. 65, No. 52
Journal Code: MW ISSN: 0026-0975
Section Heading: Ferroalloys
Word Count: 427 *Full text available in Formats 5, 7 and 9*

TEXT:

... have almost been completed and are also expected to result in a \$30 increase.

Though consumer sources did not reveal actual price levels, traders estimate that the \$30 increase will push the price up to \$660-670 per mt c...

20/3,K/99 (Item 8 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
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0384589

ARTISOFT: A NETWORKER THAT 'JUST SHOT OUT OF NOWHERE'

Business Week May 25, 1992; Pg 90; Number 3267
Journal Code: BW ISSN: 0007-7135
Section Heading: Cover Story
Word Count: 532 *Full text available in Formats 5, 7 and 9*

BYLINE:

Larry Armstrong in Tucson

TEXT:

... surprise to his customers. He has built a booming business by selling systems that link **personal** computers into networks at prices far below his **competitors** '. The **company** , which heads BUSINESS WEEK's 1992 list of Hot Growth Companies, has blasted from \$2...

20/3,K/100 (Item 9 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
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0099574

MERGERS COULD HONE OUR EDGE IN HIGH TECH

Business Week December 5, 1988; Pg 188; Number 3082
Journal Code: BW ISSN: 0007-7135
Section Heading: Editorials
Word Count: 297 *Full text available in Formats 5, 7 and 9*

TEXT:

... duplicate research-and-development and marketing expenditures for what are essentially the same products from **competitors** in minicomputers, certain medical and **analytical** instrumentation **markets** , and among hundreds of **data** -storage and **personal** computer makers. As former U. S. Trade Representative Clyde V. Prestowitz notes in his book...

20/3,K/101 (Item 10 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2002 McGraw-Hill Co. Inc. All rts. reserv.

0056623

CHANGES AT BIG BLUE: CHAIRMAN JOHN AKERS' PLAN TO REINVENT IBM IS IN PLACE. WILL IT WORK?

Business Week February 15, 1988; Pg 92; Number 3038
Journal Code: BW ISSN: 0007-7135
Section Heading: Cover Story
Word Count: 3,839 *Full text available in Formats 5, 7 and 9*

BYLINE:

Geoff Lewis in Armonk, N. Y., with Anne R. Field, John J. Keller, and John W. Verity in New York, and bureau reports

TEXT:

... executive, and professional education. His group has taught hundreds of IBM salespeople a method called **Information** Systems Investment Strategies. Using special software, **salespeople** compare a **customer** 's financial performance with that of its **competitors** . A relatively low inventory turnover ratio, for example, might signal the need to update inventory...

... the costs of a new system and then plot expected benefits. "Measuring the return on **information** systems investments is something all our

customers would love to be able to do," says Hammond. "IBM would like to see it, too." With purchases of **information** processing systems now accounting for nearly 40% of U. S. capital spending, "we now have...

20/3,K/102 (Item 1 from file: 634)
DIALOG(R)File 634:San Jose Mercury
(c) 2002 San Jose Mercury News. All rts. reserv.

03592431

ONLY THE STRONG CAN THRIVE WHY SOME COMPUTER FIRMS STAND OUT DESPITE SLUMP
SAN JOSE MERCURY NEWS (SJ) - Monday, November 17, 1986
By: CHART MARY A.C. FALLON, Mercury News Business Writer
Edition: Morning Final Section: Business Monday Page: 1D
Word Count: 1127

... coming out with new software or other ''add-on'' products for the installed base of **customers** protects **companies** against **competitors** who want to seize potential after-market sales, he said.

''We have been very active...

20/3,K/103 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04899352 Supplier Number: 67372856 (USE FORMAT 7 FOR FULLTEXT)
Performance monitor.(Statistical Data Included)
Computer Business Review, v7, n3, p75
March, 1999
Language: English Record Type: Fulltext
Article Type: Statistical Data Included
Document Type: Newsletter; Trade
Word Count: 2199

... its Broadcaster product. But the company is more oriented towards the slicing and dicing of **data** rather than business queries and reporting. Its DSS product line of ROLAP software is used to analyse large volumes of relational **data** -- such as the silos of **data** that supermarkets gather on **customer purchases** .

While some **analysts** and MicroStrategy **rivals** have argued that the market is moving away from that kind of base technology towards...

20/3,K/104 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

04179562 Supplier Number: 54696465 (USE FORMAT 7 FOR FULLTEXT)
ANODOS: System adds a new dimension to the value of existing IT resources.
M2 Presswire, pNA
May 21, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1189

... are subject to all manner of competitive and conflicting forces. In a commercial context, understanding **competitors** , **suppliers** and **customers** is crucial to sustained growth and financial success.

"IntelliScape is a highly significant, fundamental and...

20/3,K/105 (Item 3 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04117419 Supplier Number: 54106577 (USE FORMAT 7 FOR FULLTEXT)

Internet Access: Internet Portals to Lead E-Merchant Stampede in 1999; Tens of thousands of merchants will turn to portals for e-commerce services. (Industry Trend or Event)

EDGE: Work-Group Computing Report, pNA

March 8, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 603

... will also be increasingly driven to the Web by the promise of reaching many more **customers** and by the fact that their **competitors** and **suppliers** are selling online. These factors, combined with the significant growth of online retail during Christmas...

20/3,K/106 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04095712 Supplier Number: 53907477 (USE FORMAT 7 FOR FULLTEXT)

BUSINESS RESOURCE SOFTWARE: Software designed to take your business to the next level.

M2 Presswire, pNA

Feb 17, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 377

... the conclusion.

After using Business Insight 5.0 you will understand the interactions between your **company**, your **competitors**, your prospects and **customers**, your suppliers and more general influences like government controls or environmental changes. Perhaps for the...

20/3,K/107 (Item 5 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04068865 Supplier Number: 53548112 (USE FORMAT 7 FOR FULLTEXT)

TELEPHONY.

Communications Daily, v19, n6, pNA

Jan 11, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1395

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...but steady progress," mainly offering business service, but it will be several years before local **market** is fully competitive. CPI **estimated** that new **competitors** will need to win 42,000 new **customer** lines every business day for next 5 years just to capture 30% of nation's...

...CPI Pres. Ron Binz. Letter was in response to Bliley's Oct. 12 request for **information** from variety of organizations on state of competition.

----- McLeodUSA further expanded its CLEC network by...

...for free shared use of Pac Bell's local loops to provide high-speed Internet **data** services using digital subscriber line (DSL) technology. PUC said it turned down request because PDO...

20/3,K/108 (Item 6 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04021399 Supplier Number: 53255674 (USE FORMAT 7 FOR FULLTEXT)

-CRTC: Telecom Decision CRTC 98-21.

M2 Presswire, pNA

Nov 23, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 3096

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...have been based fundamentally on an assessment of the degree of competition in the relevant **market**, which in turn **determines** the degree to which **market** forces will operate to ensure that no **party** is unduly prejudiced by the ex parte treatment. Stentor indicated that in the competitive network...

20/3,K/109 (Item 7 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03992418 Supplier Number: 53103863 (USE FORMAT 7 FOR FULLTEXT)

PCS.

Mobile Communications Report, v12, n21, pNA

Oct 19, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 191

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Sprint bought Hawaiian subsidiary of PrimeCo **Personal** Communications in \$72-million deal that extends trend of **companies** 'acquiring **rival** networks to expand wireless footprint. It's first time Sprint has bought rival. Analysts said...

20/3,K/110 (Item 8 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03913884 Supplier Number: 50125504 (USE FORMAT 7 FOR FULLTEXT)

-STRATEGY ANALYTICS: New mobile phone users value 'free' minutes

M2 Presswire, pN/A

July 2, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 631

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...believe it is ideally suited to the mobile communications marketplace, as it moves towards mass **market** status." Company Background: Strategy **Analytics**, formerly BIS Strategic Decisions, provides **information** and insights which help **competitors** develop strategies in **consumer** electronics and media, communications, personal computing, automotive electronics, and enabling technology business. Working on a...

...44 (0)1582 454828 e-mail: dlonergan@strategyanalytics.com *M2

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20/3,K/111 (Item 9 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03875013 Supplier Number: 48460101 (USE FORMAT 7 FOR FULLTEXT)

Our link to the Stars: Earth Stations by Clayton Kunz

Via Satellite, pN/A
May 1, 1998
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 4163

... larger manufacturers, and there is a perennial shortage of engineers in many companies. Moreover, many **companies** ' **competitors** are also their **customers** .

Many component manufacturers have worked around the commoditization and margin pressure of the industry either...

20/3,K/112 (Item 10 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

03711894 Supplier Number: 48019889 (USE FORMAT 7 FOR FULLTEXT)
BROWSER WAR RELAUNCH FOR FALL SEASON: NETSCAPE
Media Daily, v4, n5, pN/A
Oct 1, 1997
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 402

... Netscape clients such as Lotus. The earlier launch advantage, therefore, was lost as corporate and **consumer customers** turned toward **industry rival** Microsoft.

While the **market** will **determine** the significance of both **parties** ' product introductions, enhancements, marketing strategies and partnerships, it is clear that the browser battles have...

20/3,K/113 (Item 11 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

03593053 Supplier Number: 47438457 (USE FORMAT 7 FOR FULLTEXT)
Lufthansa's Complaint Should Not Alter Boeing's Planned Move Into Maintenance, Analysts Say
Airline Financial News, v12, n22, pN/A
June 2, 1997
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 807

... Wolfgang Mayrhuber said it is not acceptable for a manufacturer to act as both a **supplier** and **competitor** of its **customers** . Mayrhuber was following up on previous comments made by Lufthansa Chairman Juergeren Weber.
At a...

20/3,K/114 (Item 12 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03565769 Supplier Number: 47378883 (USE FORMAT 7 FOR FULLTEXT)
VIDEOSCAN DATA SHOW BOOST FOR DVD SALES
Video Week, v18, n19, pN/A
May 12, 1997
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 603

... consumers, along with top 10 video companies in overall video sales year-to-date. All **information** from VideoScan reflects consumer purchases only, not copies sold into rental market (although, particularly in case of DVD, some copies in total could be those bought not by **consumers** but by

other retailers , who then could make them available for rental). Sales data can be compared with rental data from VSDA's VidTrac service on inside back page of each issue of Video Week. VideoScan compiles information every Sunday night from point-of-sale data in 14,000 stores -- VideoScan, 818-878-0869.

Despite CTHV's national launch, DVD hasn't...

20/3,K/115 (Item 13 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03444516 Supplier Number: 47094772 (USE FORMAT 7 FOR FULLTEXT)

AMEX HAS NEW MERCHANT SOFTWARE.

Card News, v12, n2, pN/A

Feb 3, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 113

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...new Windows-based dial-up system to merchants. The system will enable merchants to retrieve, analyze , store and export transaction data about American Express (AmEx) customers and their competitors via a standard business computer. It downloads reports from AmEx's closed-loop system and...

...card issuing and transaction processing. AmEx officials say privacy is not an issue because the data is aggregated and the most private information it reveals is a ZIP code. (Aldina Tracey, AmEx, 212/640-7503.)

20/3,K/116 (Item 14 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03292231 Supplier Number: 46762296 (USE FORMAT 7 FOR FULLTEXT)

Taking Data To The Next Dimension

Bank Technology News, pN/A

Oct 1, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1649

... cost justifications. Now, 20 years later, multidimensional databases have moved from the mainframe to the client -server environment. They are being applied to such tasks as market and sales analysis , risk management, and liquidity management.

Multidimensional database technology is a type of OLAP, Online Analysis...

20/3,K/117 (Item 15 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03224961 Supplier Number: 46612003 (USE FORMAT 7 FOR FULLTEXT)

INTERSE: Knight-Ridder standardizes on Interse Market Focus for its

Internet newspaper sites

M2 Presswire, pN/A

August 7, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1163

... any type of information in virtually any level of detail from their web sites. While other companies perform data sampling, Interse

market focus examines complete site activity for accurate **analysis** .

Interse **market** focus is the most widely used web analysis solution with more than 1,000 **customers** worldwide including Adobe Systems Inc.; BASF Corporation; Dow Jones/Wall Street Journal; Federal Express; Hasbro...

...the Arbitron Company, which selected Interse to provide web analysis technology enabling the aggregation of **data** across all industries using the Internet. Interse is a privately-held company based in Sunnyvale...

20/3,K/118 (Item 16 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03212706 Supplier Number: 46590456 (USE FORMAT 7 FOR FULLTEXT)

LOOKING FOR THE DATA WAREHOUSE ROI - Pt. 2

Computer Finance, v7, n3, pN/A

August 1, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 2030

... a handle on phone bills and travel expenses, the biggest potential markets are merchants performing **sales** and **competitor analysis** , **manufacturers** executing channel and **customer** analysis, and the Wall Street financial community, which will be able to reach unfathomed analytical depths via these oceans of **information** . Meta Group believes that the most natural fits lie with telecommunications providers, insurance companies, banks, service bureaux, and **data** syndicators.

It estimates the new breed of data providers could be handling \$5 billion of...

20/3,K/119 (Item 17 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03065231 Supplier Number: 46266167 (USE FORMAT 7 FOR FULLTEXT)

Imaging Systems Review Defects

Thin Film/Diamond Technology News, v2, n4, pN/A

April 1, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 301

... to Tencor's Surfscan AIT and Surfscan 6000 and 7000 series, as well as most **other manufacturers** ' inspection tools.

According to Glyn Davies, director of **marketing** for Tencor's **data analysis** systems, adding the Tencor CRS to the inspection division's suite of products provides **customers** with a comprehensive solution for inline defect management. He noted that these products complement the...

20/3,K/120 (Item 18 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02960079 Supplier Number: 46028470 (USE FORMAT 7 FOR FULLTEXT)

North American LIMS - The End User Perspective

Instrument Business Outlook, v4, n18, pN/A

Dec 31, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 912

... and almost as many weaknesses. This suggests considerable variability in the way H-P addresses **customer** requirements. Varian had the same lukewarm overall rating as H-P.

Varian's strongest factor compared to other companies was sales personnel response, but it rated quite low in technical information .

In summary, the data indicate that the main thing LIMS users want when the buy...

20/3,K/121 (Item 19 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02750027 Supplier Number: 45580623 (USE FORMAT 7 FOR FULLTEXT)

UK TELECOM: BRITISH TELECOM TAKES THE OFFENSIVE

NTIS Update, Foreign Technology, v95, n11, pN/A

June 1, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1443

... 90 PERCENT OF THE MARKET, BT HAS BECOME INCREASINGLY WORRIED OVER THE TREND AMONG TELEPHONY CUSTOMERS TO TURN TO RIVAL CABLE COMPANIES WHICH CAN OFFER PRICES UP TO 25 PERCENT LOWER THAN BT'S. SO FIERCE HAS THIS COMPETITION BEEN -- WITH BT LOOSING UP TO 30,000 CUSTOMERS A MONTH IN 1994 -- THAT MANY MARKET ANALYSTS SPEAK KNOWINGLY OF BT'S "TROUBLES". WHILE THE COMPANY HAS LOST GROUND OVER THE LAST...

20/3,K/122 (Item 20 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02644264 Supplier Number: 45354904 (USE FORMAT 7 FOR FULLTEXT)

BROADVISION READIES INTEGRATED 'COMMERCE MANAGEMENT' SOFTWARE FOR SPRING

DEBUT Package Bundles Cross-Platform Security, Merchandising and Inventory

Information & Interactive Services Report, v16, n4, pN/A

Feb 24, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 993

... who buy a certain VOD movie are likely purchasers of specific clothing or merchandise from another vendor /service provider aboard the platform.

Crystal ICMS also can track orders and calculate bills - including subtotals, total charges, taxes and shipping; the software handles credit, debit and internal customer accounts and integrates that information into the vendor's existing order management system. The system supports flexible pricing and billing...

20/3,K/123 (Item 21 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02499233 Supplier Number: 45020015 (USE FORMAT 7 FOR FULLTEXT)

SYBASE NAVIGATION SERVER TO BE UP ON AT&T GLOBAL PARALLEL PROCESSORS BY YEAR-END; OTHER VERSIONS FOLLOW NEXT SUMMER

Computergram International, n2509, pN/A

Sept 27, 1994

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 664

... T Series 3600 - provide linear increases in performance and throughput as processors, users, workload and data are added to the system. Because IBM Corp implements a shared-nothing arrangement in its...

...the configurator as Parallel Navigator and Parallel Architect

respectively. Navigation Server's partitioning enables replicated **data** to be accepted, although as yet it cannot slice up individual tables of **data** to output to replicated sites. Sybase promises additional replication features in subsequent releases, plus other...

...to operational requirements and transaction processing. Navigation Server supports configurations with up to 500Gb stored **data** and is priced from \$150,000 - the company recommends a minimum of four or six processor units. Beta Navigation Server testers are Chase Manhattan Bank, a **customer data** warehouse, US West Inc, **market analysis**, AT&T itself, consolidated reporting and Kwasha Lipton, an unidentified securities house. One **other user** will be made public this month. Chase Manhattan, a \$7.5m account for AT&T...

20/3,K/124 (Item 22 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02459916 Supplier Number: 44920955 (USE FORMAT 7 FOR FULLTEXT)
NAVIGATION: NEW RAND MCNALLY UNIT LAUNCHES SOFTWARE LINE WITH TRIP PLANNING TOOL

Inside IVHS, v4, n17, pN/A
August 15, 1994
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 878

... they're planning a trip, what information they'd like to have," he says.

A **customer** who already owns a **comparable** mapping product can **trade** it for a copy of TripMaker for \$30. The most obvious **competitor** is the widely-popular Automap Road Atlas from Automap Inc. in Bellevue, Wash. Vill confirms...

...ROM package published by Compton's New Media, using map databases from Geosystems and travel **data** from the American Automobile Association (see Inside IVHS, April 11, 1994). Compton's product retails...

20/3,K/125 (Item 23 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02321215 Supplier Number: 44519561 (USE FORMAT 7 FOR FULLTEXT)
MCI ESTABLISHES LAB TO STIMULATE TECH. CONVERGENCE

Electronic Messaging News, v6, n6, pN/A
March 16, 1994
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 541

... for the award will be drawn from the developers working at the lab. MCI's **marketing** department **evaluates** interested **parties** and determines which applications warrant exploration. Entry into the lab is not restricted as MCI...

20/3,K/126 (Item 24 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02107805 Supplier Number: 43905996 (USE FORMAT 7 FOR FULLTEXT)
Database World - IBM Outlines Client-Server Strategy 06/15/93

Newsbytes, pN/A
June 15, 1993
Language: English Record Type: Fulltext
Document Type: Newswire; General Trade

Word Count: 521

The vision we have is that anyone can access **data** at any time, from anywhere, and in any form," commented Tom Furey, general manager of Open **Client /Server Computing** for IBM. "In **order** for that to happen, we need to be able to interoperate with **other vendors** ' products."

Elaborating on IBM's vision, Furey said that ultimately users of palmtop and other...

20/3,K/127 (Item 25 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02000248 Supplier Number: 43597606 (USE FORMAT 7 FOR FULLTEXT)

MARKET DATA & NEWS: BRIDGE IS FINED \$125,000, CHAIRMAN LEBENS BARRED FROM SUPERVISING TRADING

Investment Management Technology, v2, n9, pN/A

Jan 22, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 745

Bridge provides **market data** and **analytics** services to institutional investors, money managers and **other users**. These **customers** are encouraged to make trades through Bridge Trading Co., a broker/dealer sister company of Bridge **Information** Systems.

In the CBOE decision, Bridge's chairman -- and father to one of the traders...

20/3,K/128 (Item 26 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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01952439 Supplier Number: 43458102 (USE FORMAT 7 FOR FULLTEXT)

CHIPS AND BOARDS WITH VALUE ADDED SOFTWARE DRIVE MEDIA VISION

Multimedia Week, v1, n14, pN/A

Nov 16, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 431

... Vision utilized such models as Supermac's Video Spigot and Commodore's Video Toaster when **evaluating** the potential PC video **marketplace**. "Any **customer** who has dabbled in QuickTime will be the same customer who will dabble in (Video...

20/3,K/129 (Item 27 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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01825280 Supplier Number: 43098543 (USE FORMAT 7 FOR FULLTEXT)

PARADISO: LATIN AMERICA IS FUTURE HAVEN FOR IBM

Report on IBM, v9, n25, pN/A

June 24, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1525

... or higher standards, IBM's continued growth can't help but be a boon to **customers** around the world.

On **Competitors : Companies** indigenous to a particular country should emphasize that particular aspect when seeking public sector contracts...

20/3,K/130 (Item 28 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01722497 Supplier Number: 42804111 (USE FORMAT 7 FOR FULLTEXT)
AUTOMATED CUSTOMER SUPPORT: AUTOMATED HELP DESK SYSTEM FOR COMPAQ
EDGE: Work-Group Computing Report, v3, n93, pN/A
March 2, 1992
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 864

... base, which is used by the Compaq Technical Support Staff to solve customer problems, contains **information** on all COMPAQ products as well as other products supported by Compaq, such as those from Novell, Banyan, Microsoft, Santa Cruz Operations and several **other vendors**. Compaq will also add to its case base **information** on other products as **determined** by **marketplace** demands.

"Today's sophisticated Compaq **customers** want timely and accurate responses to their questions, not only as they related to the...

20/3,K/131 (Item 29 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01699023 Supplier Number: 42733250 (USE FORMAT 7 FOR FULLTEXT)
WIRELESS BUSINESS SYSTEMS WILL BE INCUBATOR FOR PCS
PCN News, v3, n3, pN/A
Feb 6, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 689

To ensure the most effective solutions are delivered to our **customers**, " said Rolm, "we are involved in technical research and development, **detailed market analysis** and regulatory participation, in partnership with **other companies** ."

Disregarding the industry debate on whether PCS will develop first in the office or in...

20/3,K/132 (Item 30 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01585785 Supplier Number: 42375575 (USE FORMAT 7 FOR FULLTEXT)
AUTOMATED TRADING: JEFFERIES TO OFFER FIRST CALL VIA QUANTEX ROUTING SYSTEM
Investment Management Technology, v1, n1, pN/A
Sept 20, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 581

... for every trade delivered through the system, sources say. The firm also charges for the **MarketMind analytic** workstation.

Jefferies officials decline to say how many buy-side **customers** are using the system. While sources in the Jefferies camp claim interest from more than 50 investment management firms, **rival vendors** say that only four or five are actually live **customers**. One reason may be that money managers find the **MarketMind analytics** too complex. The system, after all, was developed with sell-side trading in mind.

"Most...

20/3,K/133 (Item 31 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01488841 Supplier Number: 42074865 (USE FORMAT 7 FOR FULLTEXT)
**ELECTRIC POWER: CALIFORNIA REGULATORS REJECT MERGER AS BLOW TO COMPETITION,
CONSUMERS**

The Energy Report, v19, n19, pN/A
May 13, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 559

... evaluated.

The commission also looked at bottlenecks where the merged entity could prevent access of **competitors** to **suppliers** or **customers**.

CPUC found that SCEcorp had in the past used its transmission to disadvantage other utilities...

20/3,K/134 (Item 32 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01483198 Supplier Number: 42055989 (USE FORMAT 7 FOR FULLTEXT)
**MORE OF THE SAME, PROMISES MICHAEL DELL AS HIS COMPANY REACHES ITS SEVENTH
BIRTHDAY**

Computergram International, pN/A
May 3, 1991
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 734

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Dell has no plans to change its basic business approach of selling direct to the **customer**. Unlike its main **rivals**, the **company** has complete control of the supply chain, and this enables it to keep prices keen...

20/3,K/135 (Item 33 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01396175 Supplier Number: 41786978 (USE FORMAT 7 FOR FULLTEXT)
EVENTS!

Atlantic Trade Report & Global Defense Industry, v3, n1, pN/A
Jan 9, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 409

The conference has been designed to provide **information** about companies, products and markets in all of the different countries in Europe, as well as **information** about EC regulations. Delegates will include **information** managers from financial, commercial and manufacturing companies; researchers and **analysts** working with **competitor** intelligence; **market** researchers; and senior **personnel** from companies that provide **information** service.

The three days of the conference will provide a forum for discussion to consider...

20/3,K/136 (Item 34 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01386290 Supplier Number: 41749782 (USE FORMAT 7 FOR FULLTEXT)
REORG: HP STREAMLING COMPUTER SYSTEMS ORGANIZATION - AGAIN;
EDGE: Work-Group Computing Report, v1, n31, pN/A

Dec 24, 1990
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 825

... of CSO global accounts, value-added- business programs, marketing communication, training, and industry- and account- **marketing** operations.
NewWave **Computing** enables **customers** to select the best computer products from HP and **other vendors** and to link them in networks that make **information** and services easier to acquire, share, use and manage.
The realignment of responsibilities does not...

20/3,K/137 (Item 35 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01287775 Supplier Number: 41435482 (USE FORMAT 7 FOR FULLTEXT)
MAKING EFFECTIVE USE OF CUSTOMER INFORMATION SYSTEMS
Branch Automation News, v2, n14, pN/A
July 11, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1492

... is a trend taking place in the industry today. Several companies are currently conducting ongoing **consumer** research in the local **markets**, which allows them to **determine information** related to the **market** share for a specific bank as well as its **competitors**, **customer** buying habits as they relate to financial products, and core products that are maintained by...

20/3,K/138 (Item 36 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01202657 Supplier Number: 41150893 (USE FORMAT 7 FOR FULLTEXT)
Electronic Publishing on Demand: Enhanced Fax and Other Media
Electronic Services Update, pN/A
Feb, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2103

... product. Users include a manager of marketing communications at Computer Corporation of America, and a **market analyst** for printers at NEC Information Systems. CCA has been redisseminating **customer** information to national sales managers in key territories, while NEC has set up four different...

20/3,K/139 (Item 37 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01136638 Supplier Number: 40905138 (USE FORMAT 7 FOR FULLTEXT)
PACTEL TELETRAC FILES FOR WAIVER OF MODIFIED FINAL JUDGMENT IN FINAL STEP TOWARD OUTSIDE PURCHASE
Industrial Communications, n29, pN/A
August 18, 1989
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 469

... to PacTel, ITS will provide radiolocation services to Pacific Bell or Nevada Bell only at **market** rates **determined** by **transactions** with unaffiliated third **parties**.

"We have to be particularly careful with facilities that are set up in Nevada and...

20/3,K/140 (Item 38 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
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01136080 Supplier Number: 40903297 (USE FORMAT 7 FOR FULLTEXT)
DUN'S NOW AVAILABLE ONLINE
Newsbytes, pN/A
August 15, 1989
Language: English Record Type: Fulltext
Document Type: Newswire; General Trade
Word Count: 151

Data Access, a PC communications program, is the Dun's product which will make the search...

...says a spokesman for the company. Previously customers would go through salespeople to get this **information**. Through Dun's Market Identifiers, the company's mother lode, you can access business and executive names, addresses, phone numbers, SIC codes, and **analyze competitors** or **customers** by **sales** volume, number of employees, or other measures.
Dun & Bradstreet got in trouble last year both...

20/3,K/141 (Item 39 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
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01057231 Supplier Number: 40591863 (USE FORMAT 7 FOR FULLTEXT)
DESKTOP MAPPING LANGUAGE UNVEILED
Productivity Software, v1, n12, pN/A
Dec, 1988
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 986

... supports an enormous spectrum of potential applications," says O'Sullivan. "It offers powerful capabilities for **analyzing sales** territories, optimizing deliveries, canvassing an area, planning routes, tracking **customers** or **competitors**, or planning land use, zoning, roadwork -- you name it. Over 85 percent of all databases contain location **information**. With MapInfo, this **data** comes to life before your eyes."
Works Directly With dBASE
MapInfo works directly with dBASE...

20/3,K/142 (Item 40 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
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01027709 Supplier Number: 40427319 (USE FORMAT 7 FOR FULLTEXT)
CONSORTIUM PROPOSED FOR SATELLITE MOBILE DATA SERVICE
Satellite News, v11, n26, pN/A
June 27, 1988
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 223

... on their own, would not justify a separate voice terminal.
Under Geostar's plan, a **customer** will purchase DLMSS portable, in-vehicle or fixed terminals from an electronics retailer or **other distributor**, who will also arrange for access to the GMC space segment. When making the **purchase**, at an **estimated** \$300-500, the **customer** will select a carrier from a current list of authorized carriers. The carrier could be a common carrier, looking to resell **data** messaging as an adjunct

to services, such as electronic mail, or a private carrier. Another...

20/3,K/143 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0944783 BW0009

**SIEBEL SYSTEMS: Siebel Systems Delivers Siebel 99 -- The Industry's First
Entirely Web-Based Front-Office Application Family**

November 30, 1998

Byline: Business Editors and Computer Writers

...a company's marketing programs. It includes a broad range of pre-built analyses of **customers**, **competitors**, campaigns and products. Now with Siebel 99, marketing professionals have even more tools to thoroughly **analyze** and segment **customer** and **market** **information** to create targeted campaigns and promotions, including:
-- A comprehensive, pre-built datamart optimized for marketing...

20/3,K/144 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0772354 BW1472

**KEVIN RENNER & ASSOC: Former MedicaLogic Marketing Director Opens
Consultancy; Focus on Building Winning Market Positions for Select
Healthcare Clients**

November 12, 1997

Byline: Business Editors

...audits
Demand analysis
Sales won-loss analysis
Business case, cost-justification research
Pricing and cost **analysis**
Audits of **marketing** strategy and programs
Analysis and strategy development
Market and **customer** **analysis**
Industry and **competitor** analysis
Business strategy definition
Position and identity development
Distribution channel analysis
Communication strategy formation
Planning...

20/3,K/145 (Item 3 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0754246 BW1244

**FORESIGHT SOFTWARE: First Service Management System to Provide the
Sophisticated Analysis Capabilities of Multidimensional OLAP**

October 06, 1997

Byline: Business/Technology Editors

...plan for future programs. PDSS delivers answers on demand, allowing users to interactively access and **analyze information** about their **markets**, **products**, **customers**, **competitors** and **suppliers**.

"This agreement is a natural fit for our two companies," said David Anglin, chief technology...

20/3,K/146 (Item 4 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0751614 BW0287

INTELLIQUEST: IntelliQuest and the Wall Street Journal to Host the 1997 IntelliQuest Brand Tech Forum; The Industry's Premier Conference on Technology Branding P Business Editors

September 29, 1997

...marketers today, IntelliQuest helps client companies gain in-depth knowledge about their brand's markets, **customers** and prospects. IntelliQuest conducts more technology-related brand surveys worldwide than any **other company**. Today, the world's most successful technology companies rely on IntelliQuest **data**, value-added **analysis** and innovative **marketing** services to make informed and intelligent decisions that directly impact top-line growth and bottom...

20/3,K/147 (Item 5 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0738443 BW1172

MAPINFO: MapInfo Introduces MapInfo ProAlign

August 25, 1997

Byline: Business/Technology Editors

...MapInfo ProAlign, the company's sixth new product this year, is specifically designed to allow **sales** managers to quickly **determine** the ideal location of their sales force, plan and balance workloads, and analyze **customer** and **competitor information** to gain a competitive edge.

Previously, sales territory management was conducted either manually using paper...

20/3,K/148 (Item 6 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0685676 BW1027

PROFILE TECH FORECASTERS: Corporate Profile for Technology Forecasters Inc., dated March 28

March 28, 1997

Byline: Business Editors

...business, industry, and academic journals worldwide.
Most of the studies are custom-designed to meet **clients'** specific

needs. The types of studies conducted include **market** assessments with **estimates** and forecasts of size, **customer** satisfaction research, outsource consulting, **customer** needs analysis, **competitor** analysis, **industry** benchmarks, focus groups, acquisition and partner search, and VisionTree consultations. Technology Forecasters is located in...

20/3,K/149 (Item 7 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0638459 BW1348

DOW JONES DOWVISION: DowVision, the Most Popular Direct-to-the-Desktop Custom News Service, Now Available on the Web Directly from Dow Jones

October 28, 1996

Byline: Business Editors

...use their existing corporate Internet connections or intranets and standard browsers to keep current on **competitors**, **industry** trends, and breaking corporate news. **Customers** can browse the top headlines from the leading national and international daily newspapers. Company-wide...

20/3,K/150 (Item 8 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0620985 BW1059

INTERSE: Interse' market focus Meets BPA Interactive Web Measurement Standards; Third-party auditors critical component for providing credible data

September 09, 1996

Byline: Business Editors & Computer Writers

...any type of information in virtually any level of detail from their web sites. While **other companies** perform **data** sampling, Interse' market focus examines complete site activity for accurate **analysis**.

Interse' **market** focus is the most widely used web analysis solution with more than 1,000 **customers** worldwide including Adobe Systems Inc.; BASF Corporation; Dow Jones/Wall Street Journal; Federal Express; Hasbro...

20/3,K/151 (Item 9 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0611328 BW0054

INTERSE: Knight-Ridder Standardizes on Interse market focus Web Analysis Software for its Internet Newspaper Sites

August 06, 1996

Byline: Business Editors and Computers Writers

...software, allows companies to extract virtually any type of information in virtually any level of **detail** from their web sites. While **other**

companies perform data sampling, Interse market focus examines complete site activity for accurate analysis .

Interse market focus is the most widely used web analysis solution with more than 1,000 customers worldwide including Adobe Systems Inc.; BASF Corporation; Dow Jones/Wall Street Journal; Federal Express; Hasbro...

20/3,K/152 (Item 10 from file: 810)
DIALOG(R)File 810:Business Wire
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0563156 BW0092

TENCOR INSTRUMENTS: Tencor Instruments Introduces Tencor CRS Family of Laser Defect Review Stations

March 05, 1996

Byline: Business Editors

...to Tencor's Surfscan AIT and Surfscan 6000 and 7000 series, as well as most other manufacturers' inspection tools.

According to Glyn Davies, director of marketing for Tencor's data analysis systems, adding the Tencor CRS to the inspection division's suite of products provides customers with a comprehensive solution for in-line defect yield management. "These products are highly complementary...

20/3,K/153 (Item 11 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0512225 BW1116

INVESTEXT GROUP: The Investext group signs three new market research contributors to its MarkIntel online service; ICC's Key Note Market Research, Marketdata Enterprises, and Verdict Research Limited Reports Now Available Via MarkIntel

August 28, 1995

Byline: Business Editors

...by industry specialists, trade sources and interviews, official government statistics, and major market Gallup and consumer surveys -- provides detailed information on market definition, market size, industry background, competitor analysis, buying behavior, industry suppliers, current issues, forecasts, company profiles and additional research sources. Marketdata Enterprises specializes...

...markets such as pain management, weight loss, medical labs and smoking cessation. Each report provides analysis of the major market issues and trends, historical trend data and five-year forecasts, in-depth competitor profiles and market share data, discussions of consumer and end-user demand, and strategic recommendations for industry competitors.

Verdict Research Ltd., Britain's...

20/3,K/154 (Item 12 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0455455 BW1170

DOEHLER JARVIS INC: Doehler-Jarvis actively evaluating market position options; may seek new investors, business combination, strategic alliance

January 10, 1995

Byline: Business Editors

...has been made with respect to any alternatives, but the nature of our industry--including **customer** demands and global competition--requires that Doehler-Jarvis **evaluate** these alternatives in **order** to be in a position to continue to be a significant factor in the aluminum...

20/3,K/155 (Item 13 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0426222 BW1017

EAGLE HARDWARE & GARDEN: Eagle Hardware & Garden reports record second-quarter sales and earnings

August 25, 1994

Byline: Business Editors

...A 75 percent increase in store weeks was accompanied by a 72 percent increase in **customer** transactions and a 70 percent increase in **sales** dollars as **compared** to the second quarter of fiscal 1993."

"From publicly available **information** regarding **competitors** ," Heerensperger continued, " we believe that Eagle Hardware & Garden now has the largest share of annualized..."

20/3,K/156 (Item 14 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0386971 BW853

BACK YARD BURGERS INC: Back Yard Burgers reports 4th quarter and 1993 results

February 18, 1994

Byline: Business Editors

...store sales have also been negatively impacted by competitive pricing in the quick-service restaurant **industry** as **competitors** slashed prices and offered combination meal bargains to lure **customers** . **Comparable** restaurant store **sales** declined system-wide in the fourth quarter of 1993 and fiscal 1993 by 3.8...

20/3,K/157 (Item 15 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0266257 BW058

INTERENCE COMPAQ: Inference revolutionizes customer support for the computer industry with automated help desk system for Compaq

" " February 24, 1992

Byline: Business Editors & Computer Writers

...supported by Compaq, such as those from Novell, Banyan, Microsoft, Santa Cruz Operations and several **other vendors**. Compaq will also add to its case base **information** on other products as **determined** by **marketplace** demands.

"Today's sophisticated Compaq **customers** want timely and accurate responses to their questions, not only as they related to the...

20/3,K/158 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1284652 DAM008
**A Marketing Dream Come True Valuable Information Ltd., Co Announces a
Profound Information Age Breakthrough**

DATE: June 1, 1998 12:00 EDT WORD COUNT: 330

...and edges.

Such a thing is a DREAM COME TRUE for industrial marketing groups. Now, **marketing** groups can **analyze** each and every prospect, **customer**, **supplier** and **competitor** to "see" the advantages and disadvantages held by each. Knowing best practices and competitive edges...

20/3,K/159 (Item 2 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1214244 NYW033
**Ross Technology Reports Financial Results For 1998 Third Fiscal Quarter;
Achieves Profitable Quarter after Five Quarters of Losses**

DATE: January 21, 1998 06:59 EST WORD COUNT: 3,515

... in sales to the Company's upgrade and system customers reflecting a migration by those **customers** to 64-bit products sold by the **Company's competitors**. Original Equipment Manufacturer ("OEM") sales increased slightly during the third fiscal quarter of 1998 over...

20/3,K/160 (Item 3 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1189503 MNTH014
**Corn Harvest Results Show Pioneer Continues to Offer Performance Value in
Corn**

DATE: November 20, 1997 11:43 EST WORD COUNT: 774

... of nearly 200,000 corn yield comparisons done by Pioneer for customers this fall.

"The **data** shows that customers clearly have exciting choices in the new technologies, as well as some...

... limited to single trait herbicide or insect resistance," said Bob Wichmann, Vice President, North American **Sales**.

" **Comparing** all Pioneer(R) brand corn hybrids against the average performance of **competitors'** hybrids, our **customers** enjoyed more than a six bushel per acre yield advantage and with a corn price...

20/3,K/161 (Item 4 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1160484 CGTU029
Borg-Warner Automotive Names John Lauer to Strategy Post

DATE: September 30, 1997 16:15 EDT WORD COUNT: 300

... overall framework from their collective output. John's knowledge and understanding of the global automotive **industry**, **customers**, **competitors** and markets will serve Borg-Warner Automotive well in this new and important assignment."

John...

20/3,K/162 (Item 5 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1150397 NYTU139
Metrotrans Corporation Agrees to Acquire Assets of J.D. Dunn, Inc.

DATE: September 9, 1997 16:10 EDT WORD COUNT: 555

... implied by such statements, including general economic and business conditions, conditions affecting the Company's **customers** and **suppliers**, **competitor** responses to the Company's products and services, the overall market acceptance of such products...

20/3,K/163 (Item 6 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1057693 DATU009
Apple Licenses Forefront's WebWhacker 2.0 For New Generation Of Powerbook 3400s; Selects WebWhacker As Offline Browser Of Choice

DATE: February 18, 1997 09:07 EST WORD COUNT: 692

...force and is the 'most widely-used offline browsing application among one of our largest **customer** groups, educators."

"As the **markets** for mobile **computing** and Internet usage converge, we are pleased to combine two top-flight products, PowerBook and...

20/3,K/164 (Item 7 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0885252 NEM018
LOTUS OFFERS RISK-FREE \$199 SMARTSUITE UPGRADE FOR WORDPERFECT AND PERFECTOFFICE USERS

DATE: November 20, 1995 09:31 EST WORD COUNT: 1,407

...Dec. 31, 1995 can upgrade for free via the Lotus Buyers' Assurance Plan. For further **information**, **customers** can call 1-800- **TRADE** -UP, ext. B444.

The **estimated** retail price for SmartSuite is \$399. Previous users of Lotus desktop applications and qualifying **competitors** ' suites, spreadsheets, word processors, databases and presentation graphics

packages, can upgrade for \$199. For further **information** , call 1-800-343-5414 in the U.S. and 1-800-GO-LOTUS in...

20/3,K/165 (Item 8 from file: 813)

DIALOG(R)File 813:PR Newswire

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0792633

DC020

PC SOFTWARE INDUSTRY LOST \$8.08 BILLION TO PIRATES IN 1994; PIRACY RATE IN THE US DECLINES

DATE: February 24, 1995

18:58 EST

WORD COUNT: 1,827

...well-documented

piracy and counterfeit problem."

SPA Adds Home-Use Business Software to Analysis

SPA **estimates** are based on hardware **sales** figures from International

Data Corporation, and on SPA and other industry software **sales data** .

"The SPA **estimates** now consider business applications used on home-based **personal** computers," said SPA Research Director David Tremblay. "In previous years, our piracy analysis did not...

20/3,K/166 (Item 9 from file: 813)

DIALOG(R)File 813:PR Newswire

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0481150

CH002

KLINE AND COMPANY ANNOUNCES THAT MARY VAUGHAN REJOINS COMPANY AS PROJECT MANAGER IN THE PLASTICS AND PACKAGING GROUP

DATE: May 27, 1992

09:16 EDT

WORD COUNT: 279

...experience in packaging, plastics, and

chemicals. Her consulting work includes proprietary projects with

numerous packaging **clients** involving strategic **market analyses** , **market**

potential assessments, and **market** forecasts. She has also managed or conducted several multiclient surveys including Advanced Microwavable Packaging, High...

20/3,K/167 (Item 10 from file: 813)

DIALOG(R)File 813:PR Newswire

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0475361

NY097

'OLD-FASHIONED' APPROACH TO U.S. MANUFACTURING THREATENS AMERICA'S LIVING STANDARD, MILACRON EXECUTIVE WARNS - - - 'Learn to Lead, Not Manage,' Meyer Advises; Urges Use of Integrated Production Techniques

DATE: May 11, 1992

16:37 EDT

WORD COUNT: 909

...done it this way.'"

Wolfpack projects put a lot of emphasis on "up front" brainstorming, **market** research, **competitor analysis** , **vendor** input and **customer** visits. Instead of drawing up a "function specification sheet" that controls the project, the team...

20/3,K/168 (Item 11 from file: 813)

DIALOG(R)File 813:PR Newswire

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0385318

CL004

TELXON AWARDED CONTRACT TO SUPPLY UP TO 30,000 PTCs TO NPDNIELSEN

DATE: July 16, 1991

07:42 EDT

WORD COUNT: 531

...will be transmitted weekly from their households by telephone via Telxon modem to NPD/Nielsen **market** research centers for **analysis**. The **information** will be used by manufacturers, retailers and **other companies**.

The new system is in addition to Nielsen's current 15,000- **member** SCANTRACK (R) Household Panel, and the system will replace a 10-market local ID card...

20/3,K/169 (Item 12 from file: 813)

DIALOG(R) File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

0294658

NE011

INDIVIDUAL, INC. ADDS COMLINE, COMPUTERGRAM, AND NEWSBYTES TO EXPAND FIRST! COVERAGE

DATE: August 14, 1990

12:43 EDT

WORD COUNT: 687

...ones to expand both the depth and breadth of our coverage. If we find from **customers** ' first-hand feedback or our own investigation into a **market** that we need more **analysis** in a particular niche or more event coverage from a certain geography, we go out...

...depth and expansiveness of its daily news pool, making First! an even more compelling product.

Customers utilize First! to track product announcements, indentify sales opportunities, monitor **competitors**, follow **industry** trends, and to stay abreast of their particular markets, in general. In addition to offering...

Set	Items	Description
S1	8	AU=(KRISS M? OR KRISS, M? OR CIBULSKIS P OR CIBULSKIS, P?)
S2	8711263	ANALY? OR ESTIMAT? OR CALCULAT? OR DETERMIN? OR COMPAR? OR EVALUAT? OR COMPUTE OR COMPUTES OR COMPUTING
S3	12583437	OTHER? OR ANOTHER OR DIFFERENT OR SECOND OR 2ND
S4	1088248	COMPETITOR? OR RIVAL? OR CORRIVAL? OR ARCHRIVAL?
S5	9973346	CUSTOMER? OR CONSUMER? OR CLIENT? OR PERSON? OR MEMBER OR - PANELIST? OR PARTY OR PARTIES OR SHOPPER?
S6	11202864	DATA OR INFO OR INFORMATION? OR DETAIL?
S7	989858	S2(3N) (PURCHASE? OR BUY??? OR SALE? OR ORDER? OR TRAD? OR - TRANSACT? OR SOLD OR MARKET? OR BOUGHT)
S8	7821125	COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTRIBUTOR? OR RETAILER?
S9	969326	S5(1N) (S8 OR SUPPLIER? OR PRODUCER? OR MANUFACTURER? OR US- ER? OR MERCHANT? OR COMPANY OR INDUSTRY)
S10	11797	S7(20N)S4
S11	81	S10(10N)S9
S12	58	S11 NOT PY>1999
S13	54	RD (unique items)
S14	1720962	(S3() (S8 OR SUPPLIER? OR PRODUCER? OR MANUFACTURER? OR USE- R? OR MERCHANT? OR COMPANY OR INDUSTRY)) OR S4
S15	7190	S7(7N)S14
S16	781	S15(10N)S5
S17	112	S16(5N)S6
S18	75	S17 NOT PY>1999
S19	62	RD (unique items)
S20	112	S13 OR S19

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File 621:Gale Group New Prod.Annou.(R) 1985-2002/Jul 29
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File 95:TEME-Technology & Management 1989-2002/Jul W4
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20/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02332110 86921988

Competitive intelligence

White, Diane

Work Study v47n7 PP: 248-250 1998

ISSN: 0043-8022 JRNL CODE: WST

WORD COUNT: 1538

...TEXT: is generally available (to those who pay for it). Other methods are selective surveys of **customers** and **distributors** about **competitor** 's products, on-site observations of **competitor** 's premises, "shadowing" the **markets** , competitive benchmarking, and **analysis** (and even reverse engineering) of **competitor** 's products and services (which can yield important information about quality and costs).

Surveys can...

20/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02330512 86066933

Managing a global supply chain partnership

Motwani, Jaideep; Larson, Lars; Ahuja, Suraj

Logistics Information Management v11n6 PP: 349-354 1998

ISSN: 0957-6053 JRNL CODE: LIM

WORD COUNT: 2917

...TEXT: organizations develop and document the characteristics of the marketplace (Stevens, 1990). The process used to **evaluate market** characteristics involves looking at and surveying **vendors** , **customers** , and **competitors** . The criteria for choosing to develop a partnership with a supply chain member organization is...

20/3,K/3 (Item 3 from file: 15)
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02321934 86065046

Factors affecting a senior management culture change for total quality metamorphosis

Angeli, Ioannis; Jones, Jeffrey; Sabir, Bahir

Managing Service Quality v8n3 PP: 198-211 1998

ISSN: 0960-4529 JRNL CODE: MAQ

WORD COUNT: 5861

...TEXT: Identify customers' needs and expectations

Establish a customer feedback process

Measure degree of customer satisfaction

Market analysis (customers and **competitors**)

Personnel analysis(**company** 's human resources)

Cost analysis

SM to investigate successful quality companies

Reward

Employee satisfaction goals...

20/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

02277138 86922565

Managing excellence: policy and strategy

Zairi, Mohamed

TQM Magazine v11n2 PP: 74 1999

ISSN: 0954-478X JRNL CODE: TQM

WORD COUNT: 2252

...TEXT: gut feel" approach to putting in place plans for the future.

The richness of the **data** required could come from **customers , suppliers , organisational capability analysis , technological forecasts, market analysis , competitor analysis** among others.

Lack of periodic review and process improvement

Change will not happen by itself...

20/3,K/5 (Item 5 from file: 15)
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02243584 84987154

Strategic approaches to engineering design process modelling

Wright, D T; Yu, B

Business Process Management Journal v4n1 PP: 56 1998

ISSN: 1463-7154 JRNL CODE: BPMT

WORD COUNT: 4201

...TEXT: decline (Slack et al., 1995)); and

the business environment (e.g. Porter's (1985) strategic **market analysis** of **customers , competitors , suppliers** , government, and Lewin's (1951) Forces for Change - globalisation, the World-Wide-Web, Information Technology...

20/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01976734 48244201

Sorting through the data

Korzeniowski, Paul

Utility Business v2n12 PP: 57-59 Dec 1999

ISSN: 1097-6981 JRNL CODE: UTB

WORD COUNT: 1668

...TEXT: how new technologies, regulations or price incentives will affect consumption. The employees rely on this **information** for energy demand forecasting, **determining market** potential and considering the potential impact of **competitors ' actions**.

Enbridge **Consumers** Gas' Rahman says the system is used for about 75 percent of the company's...

20/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01953884 43686582

Finland: Competition law

Wallin, Carl-Henrik
International Financial Law Review PP: 15-18 Jul 1999
ISSN: 0262-6969 JRNL CODE: IFL
WORD COUNT: 2304

...TEXT: value and volume of each party and each entity of the same group and an **estimate** of their **market** shares in the relevant markets, information on the main **competitors**, **clients** and **suppliers** as well as information concerning the imports and exports in the relevant markets;

* views of...

20/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01845341 04-96332
Loose lips sink you
Barber, David
Inc. v21n9 (Inc. Technology Supplement) PP: 38-43 Jun 15, 1999
ISSN: 0162-8968 JRNL CODE: INO
WORD COUNT: 1972

...TEXT: general view, it appears, revolves around images of for-hire specialists conducting targeted research and **analyses** of vertical **markets** in order to systematically develop assessments of **competitors** ' products, **customers**, and **suppliers**. That can certainly be part of the picture: indeed, Leonard Fuld has just released a...

20/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01804514 04-55505
The geography of markets: Spatial analysis for retailers
Jones, Ken; Pearce, Michael
Ivey Business Journal v63n3 PP: 66-70 Mar/Apr. 1999
ISSN: 0007-6996 JRNL CODE: BSQ
WORD COUNT: 1897

...TEXT: planning. The many processes that have been enhanced by the availability of more refined spatial **information** include **estimating market** share, selecting sites, **customer** spotting, **competitor** tracking, trade area and space productivity

The largest current application of market geography other than site...

20/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01784942 04-35933
The knowledge chain
Macleod, Marcia
Supply Management v4n3 PP: 38-39 Feb 4, 1999
ISSN: 1362-2021 JRNL CODE: SMGT
WORD COUNT: 1719

...TEXT: cases, knowledge can be internal and external. It can include press cuttings and research reports; **market analysis**; **information** from **competitors** ' brochures; hard **data** such as **customers** ' sales history; and soft **data** - the data held in people's heads - such as how something works or individuals' areas...

•20/3,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01722895 03-73885

Retail

Gofton, Ken
Marketing The Marketing Awards for Relationship Marketing 1998 Supplement
PP: 13 1998
ISSN: 0025-3650 JRNL CODE: MAR
WORD COUNT: 392

...TEXT: complete customer contact process is outsourced to the agency.

Orderline has helped win customers from **competitors** ' stores, and testimonials indicate that customers appreciate the direct contact.

Compared with other **customers** , **Orderline users** on average spend around 400% more per shop.

(Photograph Omitted)

(Photograph Omitted)

20/3,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01710024 03-61014

Trading time on the Web

Phillips, Tim
Director v52n2 PP: 83 Sep 1998
ISSN: 0012-3242 JRNL CODE: DRT
WORD COUNT: 447

...TEXT: forward. By 1994 he had decided that the internet was a better way to provide **data** to his 115 **clients** , which include media **buyers** , media companies and **analysts** . "Most of our **competitors** still don't use the internet," he says. "As a small company, if we use..."

20/3,K/13 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01560781 02-11770

Who's the best gasoline marketer in Boston?

Cunningham, Marty
NPN: National Petroleum News v89n13 PP: 79-80 Dec 1997
ISSN: 0149-5267 JRNL CODE: NPN
WORD COUNT: 900

...ABSTRACT: interviewing customers and conducting on-site surveys in major markets around the country. The Oil **Industry Customer** Satisfaction Value Survey categorizes customer **buying** motivations and **compares** retail performance among **competitors** in each market. Among the variables ranked are: brand awareness/value, 2. personal service/performance...

20/3,K/14 (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01547923 01-98911

The marketing audit: Five decades later

Rothe, James T; Harvey, Michael G; Jackson, Candice E
Journal of Marketing Theory & Practice v5n3 PP: 1-16 Summer 1997

ISSN: 4069-6679 JRNL CODE: MTP
WORD COUNT: 9810

...TEXT: influence the company's future on a large scale. The task environment consists of markets, **customers**, **competitors**, **distributors** and dealers, suppliers, and marketing facilitators.

(2) Marketing Strategy Audit. The **marketing** strategy audit **determines** the consistency of the company's strategy relative to the opportunities and threats facing the...

20/3,K/15 (Item 15 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01476085 01-27073

ABI: Making valuable market intelligence accessible

Conhaim, Wallys W

Link-Up v14n4 PP: 9-12 Jul/Aug 1997

ISSN: 0739-988X JRNL CODE: LUP

WORD COUNT: 2921

...TEXT: timely listings of new businesses; and Database America, the largest acquisition and a former major **competitor**, a business and **consumer** listing **company** that specializes in data processing and **analysis** for **sales** and **marketing** professionals.

This year and beyond, ABI is working toward enhancing its products to enable its...

20/3,K/16 (Item 16 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01476082 01-27070

Linking up to a global network

Conhaim, Wallys W

Link-Up v14n4 PP: 5, 14+ Jul/Aug 1997

ISSN: 0739-988X JRNL CODE: LUP

WORD COUNT: 1304

...TEXT: timely listings of new businesses; and Database America, the largest acquisition and a former major **competitor**, a business and **consumer** listing **company** that specializes in data processing and **analysis** for **sales** and **marketing** professionals.

This year and beyond, ABI is working toward enhancing its products to enable its...

20/3,K/17 (Item 17 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01335363 99-84759

Bay enhances providers' services

Duffy, Jim

Network World v13n49 PP: 17-18 Dec 2, 1996

ISSN: 0887-7661 JRNL CODE: NWW

WORD COUNT: 356

...ABSTRACT: Bay's Optivity Enterprise software - an element management application for large networks, partnerships with 3rd- **party** software **vendors** and customization services provided by Bay technicians. **Analysts** say Bay's **traditional competitors** offer only pieces of OptivityServices. ...

...TEXT: Bay's Optivity Enterprise software - an element management application for large networks, partnerships with third- party software vendors and customization services provided by Bay technicians.

Analysts say Bay's traditional competitors - Cabletron Systems, Inc., Cisco Systems, Inc. and 3Com Corp. - offer only pieces of OptivityServices.

"The...

20/3,K/18 (Item 18 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01296264 99-45660
Engineering in the global marketplace
Valenti, Michael
Mechanical Engineering v118n9 PP: 74-78 Sep 1996
ISSN: 0025-6501 JRNL CODE: MEG
WORD COUNT: 2496

...TEXT: out potential partners.

Once a company has decided to expand abroad, Hsieh said that his company helps clients develop an overall strategy, including market analysis , competitor analysis , and cost analysis for global prioritization. "This determines what countries it makes sense to build...

20/3,K/19 (Item 19 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01247847 98-97242
Diversity in the workplace: Why we should care
Bazile-Jones, Renee
CMA Magazine v70n5 PP: 9-12 Jun 1996
ISSN: 0831-3881 JRNL CODE: RIA
WORD COUNT: 1823

...TEXT: marital status and business affiliations of the competitor's top executives, and then use the information to formulate a personality profile of the competitor . This analysis augments traditional financial analyses . Competing organizations whose top executives have the same educational discipline, experience, family structures and social ...

20/3,K/20 (Item 20 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01158177 98-07572
A modeling approach to evaluating strategic uses of information technology
Post, Gerald V; Kagan, Albert; Lau, Kin-Nam
Journal of Management Information Systems: JMIS v12n2 PP: 161-187 Fall 1995
ISSN: 0742-1222 JRNL CODE: JMI
WORD COUNT: 11414

ABSTRACT: Traditional static benefit-cost methods were useful when evaluating transaction processing systems. Strategic benefits are more difficult to evaluate, since they involve dynamic interactions between customers , suppliers , and rivals . In an attempt to gain a competitive advantage, there is a strong incentive to be...

...TEXT: Research, Marketing Letters, and Decision Sciences.

ABSTRACT: Traditional static benefit-cost methods were useful when

evaluating transaction processing systems. Strategic benefits are more difficult to evaluate, since they involve dynamic interactions between customers, suppliers, and rivals. In an attempt to gain a competitive advantage, there is a strong incentive to be...

20/3,K/21 (Item 21 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01145643 97-95037
Gathering competitive intelligence
Luecal, Scott; Dahl, Patrick
Management Quarterly v36n3 PP: 2-10 Fall 1995
ISSN: 0025-1860 JRNL CODE: MQU
WORD COUNT: 4753

...ABSTRACT: effectively use competitive intelligence. Systems must have an effective intelligence gathering infrastructure in place in order to gather and analyze information about key competitors, customers and regulators. This information must be shared widely within the organization. While the CEO is ultimately responsible for this...

20/3,K/22 (Item 22 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01118805 97-68199
M&A for smaller companies
Moore, Robert B Jr; Floyd, Paul H; Korabik, Ronald M
Journal of Accountancy v180n5 PP: 71-74 Nov 1995
ISSN: 0021-8448 JRNL CODE: JAC
WORD COUNT: 2468

...TEXT: impact of the target company's strengths and weaknesses. It involves four basic elements:

1. **Detailed market** assessment. The team analyzes historical trends, customer base and key competitors. Does one customer account for 30% of sales, for example, or is the customer base diversified? This step...

20/3,K/23 (Item 23 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01082004 97-31398
Business planning: The way to success
Charles, Bob
Australian Accountant v65n7 PP: 19-21 Aug 1995
ISSN: 0004-8631 JRNL CODE: AAA
WORD COUNT: 2090

...TEXT: that will give the business a competitive advantage.

The business plan identifies and analyses the company's customers and competitors. The customers are analysed to determine their buying patterns and behaviour. The business activities and products of the major competitors are analysed so that the company can identify new competitive advantages and make the most...

20/3,K/24 (Item 24 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

01059555 97-08949

Managerial judgement in strategic marketing: Some preliminary thoughts

Brownlie, Douglas; Spender, Jason Christopher

Management Decision v33n6 PP: 39-50 1995

ISSN: 0025-1747 JRNL CODE: MGD

WORD COUNT: 9489

...TEXT: assumptions of atomistic markets, market-based transactions, stimulus-response models of human behaviour and researchable **consumers**, **suppliers**, **competitors** and distribution channels.

The left-hand side of the SBM is therefore about **analysis**, efficiency and perfect **markets**. Each of the cells there implies an informational context where the managerial task is about...

20/3,K/25 (Item 25 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

01052299 97-01693

Best vs. worst practice

Mentzer, John T; Bienstock, Carol C; Kahn, Kenneth B

Marketing Management v4n1 PP: 45 Summer 1995

ISSN: 1061-3846 JRNL CODE: MMA

WORD COUNT: 452

...TEXT: surveys and they employ a variety of quantitative and qualitative techniques to analyze the results. **Information** is gathered daily on **customers**' satisfaction with Company A compared to the performance of its **competitors**.

The process is championed by top **marketing** management, with performance **evaluation** and compensation of managers at all levels in marketing and sales tied to the results...

20/3,K/26 (Item 26 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00968868 96-18261

Auditing the health care enterprise

Woodside, Arch G; Montelepre, Philip

Journal of Health Care Marketing v14n4 PP: 28-35 Winter 1994

ISSN: 0737-3252 JRNL CODE: JHC

WORD COUNT: 5308

...TEXT: company background information, performance measures, market characteristics, strategic objectives and focus, strategic and competitive advantages, **customer** targets, **competitor information**, technology/**market** strategies, **marketing mix evaluations**, problems/opportunities seen for the future, organizational structure, employee/staff training, employment policies, executive skills...

20/3,K/27 (Item 27 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00956879 96-06272

The care and cultivation of corporate main brains

DeGenaro, Bill

Journal of Business Strategy v15n6 PP: 17-19 Nov/Dec 1994

ISSN: 0275-6668 JRNL CODE: JST

WORD COUNT: 1471

...TEXT: also the most important. Mastering it comes from exposure to vast amounts of such varied **information** as the hard facts of **competitor**

'analysis', market studies, and customer profiles, to the unquantifiable "what seems to be in the air." When enough pieces of...

20/3,K/28 (Item 28 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00940203 95-89595

Figure-forming, fun styles sizzle in intimate apparel

Mammarella, James

Discount Store News v33n22 PP: 15-16 Nov 21, 1994

ISSN: 0012-3587 JRNL CODE: DSN

WORD COUNT: 1175

...TEXT: a manufacturer, you've got to use technology to understand your retailers' business and the **consumers** ' mind." He credited Wal-Mart's Retail Link and **other retailer /vendor data** -sharing online systems. "We can **analyze sales**, styles and demographics," he said, "even down to the store level."

Retailers benefit when vendor...

20/3,K/29 (Item 29 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00909854 95-59246

The quest for corporate smarts

Baatz, E B

CIO v7n21 PP: 48-58 Sep 15, 1994

ISSN: 0894-9301 JRNL CODE: CIO

ABSTRACT: Intelligence is the collection and **analysis** of **information** on **markets**, technologies, **customers**, and **competitors**, as well as on socioeconomic and external political trends. A host of changes - the flattening...

20/3,K/30 (Item 30 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00896367 95-45759

Cases in point

Everett, Martin

Sales & Marketing Management v146n8 PP: 85-86 Aug 1994

ISSN: 0163-7517 JRNL CODE: SAL

WORD COUNT: 1315

...TEXT: revitalizing the industrial division. There was neither time nor money for a fancy, high-priced **data analysis**, though. Digging into **order** files and **other company data** on their own, LaCrosse's team developed **customer** profiles that show everything from which products and services were bought and at what price...

20/3,K/31 (Item 31 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00887291 95-36683

Fancy footwork

Paley, Norton

Sales & Marketing Management v146n7 PP: 41-42 Jul 1994

ISSN: 0163-7517 JRNL CODE: SAL

WORD COUNT: 786

...TEXT: To develop your own maneuvering strategies, use the following process:

Step 1: Measurement. Compile accurate **information** about your **customers** and markets. Include number of **customers**, locations, and **estimates** of **sales** volume. Examine **customers**' buying patterns, **competitors**' market strengths, and industry projections.

Step 2: Assessment. Sort out the data and separate the...

20/3,K/32 (Item 32 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00877401 95-26793

A content analysis of sell-side financial analyst company reports

Previts, Gary John; Bricker, Robert J; Robinson, Thomas R; Young, Stephen J
Accounting Horizons v8n2 PP: 55-70 Jun 1994
ISSN: 0888-7993 JRNL CODE: ACH
WORD COUNT: 7411

...TEXT: and broader company information to sophisticated and unsophisticated equity investors and other stakeholders. While such **parties** obtain **information** from a variety of sources, **traditional** financial reporting provides **analysts** and **other users** with a significant part of the information platform for forecasting companies' future performance. This implies...

20/3,K/33 (Item 33 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00754890 94-04282

Why you should analyze the competition

Maynard, Roberta
Nation's Business v81n9 PP: 12 Sep 1993
ISSN: 0028-047X JRNL CODE: NAB
WORD COUNT: 318

...ABSTRACT: key is to keep it legal and ethical, she says. Sources of information may include **industry analysts**, **customers**, **suppliers**, **trade** journalists, and even someone who has worked for a **competitor**.
...TEXT: Poirier. "The key is to keep it legal and ethical."

Keep a small file on **competitors** and routinely review it, she says. Sources of information may include **industry analysts**, **customers**, **suppliers**, **trade** journalists, and even someone in your business who has worked for a **competitor**. And, of course, you should make your own observations.

Watch competitors' actions in the marketplace...

20/3,K/34 (Item 34 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00736835 93-86056

Roles executives play: CEOs, behavioral complexity, and firm performance

Hart, Stuart L; Quinn, Robert E
Human Relations v46n5 PP: 543-574 May 1993
ISSN: 0018-7267 JRNL CODE: HRL
WORD COUNT: 10295

...TEXT: top manager must spend considerable time monitoring and studying

emerging social, economic, and technological trends. **Analysis** of **competitors** and **markets** is also critical. In addition, informal contacts, both external (**customers** , **suppliers** , **competitors** , consultants) and internal (functional managers, line workers), are required to sense emerging trends and pick...

20/3,K/35 (Item 35 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00733929 93-83150

Using marketing research to enhance franchisee/franchisor relationships

Justis, Robert T; Olsen, Janeen E; Chan, Peng S
Journal of Small Business Management v31n2 PP: 121-127 Apr 1993
ISSN: 0047-2778 JRNL CODE: JSB
WORD COUNT: 2281

...TEXT: indicators can indicate how individuals felt about the quality of the product or service being **sold compared** to **competitors** ' offerings. Also, demographic **information** will provide valuable **information** about the **customer** segment currently visiting the franchisee's outlet. With the customer profile for each outlet, franchisors...

20/3,K/36 (Item 36 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00678767 93-27988

MCI works out plans for PCS development

O'Brien, Bob; Kazanjian, Dolores
Telecommunications v27n2 (Americas Edition) PP: 12-14; International
14-16 Feb 1993
ISSN: 0278-4831 JRNL CODE: TEC
WORD COUNT: 277

...TEXT: conduct business. Some expect the industry to outpace the cellular phone market and even to **rival** the **personal** computer **market** . The Yankee Group **estimates** five million mobile **data** users by 1995.

Other carriers have submitted different plans to the FCC. AT&T, who...

20/3,K/37 (Item 37 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2002 ProQuest Info&Learning. All rts. reserv.

00658186 93-07407

Auditing IT for Value

Moore, Stephen
International Journal of Information Resource Management v3n1 PP: 13-20
1992
ISSN: 0956-4225 JRNL CODE: IRE
WORD COUNT: 3728

...TEXT: Supplier Power

IST will influence:

- * supplier concentration;
- * substitute inputs;
- * switching costs;
- * forward integration;

* importance of **buyers** .

After considering the **determinants** of industry structure, examine the competitive targets:

* **Suppliers** ;

* **Customers** ;

* **Competitors** .

Identify opportunities where IST can favourably influence the competitive position.

Finally, look at the prevailing...

20/3,K/38 (Item 38 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00628181 92-43121

How to Locate Sites, Negotiate Leases and Avoid the Deal Killers

Carlsson, Carl

Franchising World v24n4 PP: 4-12 Jul/Aug 1992

JRNL CODE: FRA

WORD COUNT: 2876

...ABSTRACT: areas. 4. Collect legal data. 5. Insist upon good signage. 6. Investigate roadway and traffic **data** . 7. Identify **competitors** . 8. Locate **customer** generators. 9. **Estimate** the fair **market** value of the lease. 10. Understand general lease principles. 11. Never use a landlord's...

20/3,K/39 (Item 39 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00623358 92-38460

The Third Wave Breaks on the Shores of Accounting

Elliott, Robert K.

Accounting Horizons v6n2 PP: 61-85 Jun 1992

ISSN: 0888-7993 JRNL CODE: ACH

WORD COUNT: 12672

...TEXT: etc. However, it is also possible to adopt the following angles (assuming only that relevant **data** have been captured): strategic planner, **market analyst** , **customer** , **supplier** , and **competitor** .

The wide area network is extensible. It is not bounded by the structure of the...

20/3,K/40 (Item 40 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2002 ProQuest Info&Learning. All rts. reserv.

00572677 91-47028

The Insider's Guide - Fifteen Steps to Owning the Company That's Right for You

Finegan, Jay

Inc. v13n10 PP: 26-36 Oct 1991

ISSN: 0162-8968 JRNL CODE: INO

WORD COUNT: 4261

...TEXT: was just from stupidity and ignorance," he says now.

Beyond that, get lists of major **customers** and **suppliers** . Evaluate their

relations with the business. Check for long-term **purchase** agreements. And **evaluate** the company's, and the owner's, reputation in the industry. Talk to **competitors** . The more you know, the better off you are.

Last, if there is any chance...

20/3,K/41 (Item 41 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00538730 91-13074

Biz-to-Biz Marketers Need to Know the 3Ws of Service

Brown, Stephen

Marketing News v25n5 PP: 20 Mar 4, 1991

ISSN: 0025-3790 JRNL CODE: MNW

WORD COUNT: 842

...TEXT: researchers are experts at using computer data bases and other sources to provide businesses with **information** on **competitors** , updates on technology, **market analysis** , etc.

On another burgeoning front, temporary **personnel** agencies no longer are limited to clerical workers. Agencies specializing in professionals now abound and...

20/3,K/42 (Item 42 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00522219 90-47976

The Buyout That Saved Safeway

Morgenson, Gretchen

Forbes v146n11 PP: 88-92 Nov 12, 1990

ISSN: 0015-6914 JRNL CODE: FBR

...ABSTRACT: Like many supermarkets, Safeway is heavily into scanners and computerized inventory control systems that track **consumer** purchases and buying habits. Much more than its **competitors** , Safeway uses its scanner systems to conduct **marketing** experiments and **data analyses** for manufacturers and suppliers in its stores, providing them with a sort of real-world...

20/3,K/43 (Item 43 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00361649 87-20483

Taking Sales High Tech

Woog, Dan

High-Tech Marketing v4n5 PP: 17-22 May 1987

ISSN: 0743-4294 JRNL CODE: HTM

...ABSTRACT: business software with customized, minicomputer-based marketing modules, the system can track leads and provide **customer** profiles and **competitor data** . Computer graphics packages help **salespeople** to **analyze** and illustrate complex **information** for **customers** . Advances in telemarketing include the online availability of updated product information and local references. Future...

20/3,K/44 (Item 44 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00356358 87-15192

Pleasing the Punters

Whatley, Garrod

Chief Executive PP: 22 Feb 1987

ISSN: 0140-8543 JRNL CODE: CEX

...ABSTRACT: of delivery, 2. agents' reports, 3. customers' comments, and 4. sales levels. Companies must gather **information** on present and potential **customers** and **analyze** company **sales**, **market** size, and the viability of **competitors**.

20/3,K/45 (Item 45 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00284361 85-24795

New Marketing Game: Stealing Customers

Stern, Aimee L.

Dun's Business Month v125n2 PP: 48-50 Feb 1985

ISSN: 0279-3040 JRNL CODE: DMI

...ABSTRACT: organizations have emerged that specialize in finding out the names, addresses, and buying habits of **consumers** and merchandising this **information** to companies. These services **determine** who **purchases** a **competitor**'s product and then send the pre-screened households a sample or coupon to entice...

20/3,K/46 (Item 46 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00198331 83-09892

'Profile System' Improves Product Manager-Sales Force Communication

Richardson, Linda

Marketing News v17n6 (Section 1) PP: 21 Mar 18, 1983

ISSN: 0025-3790 JRNL CODE: MNW

...ABSTRACT: qualifying criteria, such as volume and dollar amounts, 3. characteristics of the target market, 4. **customer** needs, 5. questions enabling a **salesperson** to **determine** **customer** needs, 6. **competitors**' products, 7. pricing **information**, 8. the operating process during the 'life' of a product, 9. profitability, 10. exhibits and...

20/3,K/47 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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08299994 Supplier Number: 67372856 (USE FORMAT 7 FOR FULLTEXT)

Performance monitor. (Statistical Data Included)

Computer Business Review, v7, n3, p75

March, 1999

Language: English Record Type: Fulltext

Article Type: Statistical Data Included

Document Type: Newsletter; Trade

Word Count: 2199

... software is used to analyse large volumes of relational data -- such as the silos of **data** that supermarkets gather on **customer purchases**.

While some **analysts** and MicroStrategy **rivals** have argued that the market is moving away from that kind of base technology towards...

20/3,K/48 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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*
06875977 Supplier Number: 58046484 (USE FORMAT 7 FOR FULLTEXT)
ROOM FOR ADVANCEMENT. (supermarket home meal replacement programs)
Major, Meg
Supermarket Business, v54, n11, p116
Nov 15, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 726

... foodservice is vastly different from the traditional retail supermarket business.

* The most effective means of **determining** a **market** position is to conduct a three-way evaluation of the **company**, the **customers** and the **competitors**. The company assessment should include a review of the management commitment, business goals, skills, capital...

20/3,K/49 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

06860966 Supplier Number: 58125169 (USE FORMAT 7 FOR FULLTEXT)
Global e-trade service targets businesses. (Company Business and Marketing)
Taaffe, Joanne
CommunicationsWeek International, p28
Nov 29, 1999
Language: English Record Type: Fulltext
Document Type: Tabloid; Trade
Word Count: 601

... things equally as good as a bargain, such as working with (local companies) you know **personally**," said Mikael Arnbjerg, a Copenhagen-based **market analyst** with International Data Corp.

Meanwhile, **competitors** to Commerce One are allying with telecoms companies to distribute their Web-based trading software...

20/3,K/50 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

06451932 Supplier Number: 55047913 (USE FORMAT 7 FOR FULLTEXT)
ETAK HITS THE ROAD, TOUTING NEW CAPABILITIES FOR ITS MAPPING SOFTWARE.
Global Positioning & Navigation News, v9, n13, pNA
June 30, 1999
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 338

... he says.

Etak also is touting a new product called EZ-Locate, which helps businesses **determine** geographic patterns for **trade** areas, **customer** data, **company** locations, traffic counts, and **competitor** information. In addition, Etak is finding a market niche tailoring maps to utility companies. "Utilities..."

20/3,K/51 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

06359373 Supplier Number: 54699771 (USE FORMAT 7 FOR FULLTEXT)
Identity Check.
CRECCA, DONNA HOOD
Convenience Store News, v35, n6, p27
May 3, 1999
Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade
Word Count: 3821

... with no in-aisle shipper displays permitted.

Spectrum Stores found that it fell behind its **competitors** on value-for-the-dollar perception among **shoppers**. The **company** also **determined** through **market** -share surveys that its capture rate on cigarette customers was disappointing. Armed with both insights...

20/3,K/52 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06109712 Supplier Number: 53696219 (USE FORMAT 7 FOR FULLTEXT)
New Segment of Power Supply Industry Exhibited 60% Growth in 1998, Says TechTrends; Computer and Communications Equipment Markets Boost UPS/SMPS Revenues to Record Levels.
Business Wire, p1331
Feb 3, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 594

... a marketplace with new customers requiring innovative IC designs. The financial community will obtain valuable **information** on potential investment banking **clients**.

All UPS/SMPS vendors must read this report to identify **competitors**, recognize market demands and **customer buying** criteria, **evaluate** licensing opportunities and consider TechTrends' recommendations and strategies for market success.

To read the corresponding...

20/3,K/53 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05270303 Supplier Number: 48029664 (USE FORMAT 7 FOR FULLTEXT)
First Service Management System to Provide the Sophisticated Analysis Capabilities of Multidimensional OLAP.
Business Wire, p10061244
Oct 6, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 645

... plan for future programs. PDSS delivers answers on demand, allowing users to interactively access and **analyze information** about their **markets**, products, **customers**, **competitors** and suppliers.

"This agreement is a natural fit for our two companies," said David Anglin...

20/3,K/54 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

05224353 Supplier Number: 47967748 (USE FORMAT 7 FOR FULLTEXT)
CEO INTERVIEW - PAUL GOLDBERG, CEO, BRUCE GOLDBERG, PRESIDENT AND COO, DISCUSS THE OUTLOOK FOR ALL AMERICAN SEMICONDUCTOR (SEMI, SIC5066)
Wall Street Transcript Digest, v26, n7, pN/A
Sept 8, 1997
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 148

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...organization, took to European, Asian expansion. Financial benchmarks, SG&A goals. Difficulties because short life **customer producer** cycles, fast industry growth rate. **Marketing** presence, service, **compared competitors** . Share price understandable given last year results, Bruce Goldberg believes, but does not reflect company...

20/3,K/55 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

05140792 Supplier Number: 47847364 (USE FORMAT 7 FOR FULLTEXT)
Feds send signal by stalling deal
Baird, Kristen
Crain's Cleveland Business, p1
July 21, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 766

... and examines data on the possible impact of the proposed merger on geographic markets and **customers** the **companies** serve. The screen also requires companies to identify potential **competitors** and to **calculate market** concentration statistics.

The national trend toward deregulating the market for electricity has led to several...

20/3,K/56 (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05120033 Supplier Number: 47817665 (USE FORMAT 7 FOR FULLTEXT)
oplan launches new Web profiling system
Krol, Carol
Advertising Age, p18
July 7, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 229

... with the Gallup Organization, which advertisers can use to analyze demographic, usage, brand preference and **other user information** to plan their Web **buys** .

WEB AUDIENCE ANALYSIS

'It provides some objective third- **party** analysis of audience for Web sites,' said John Nardone, director of media research for interactive ...

20/3,K/57 (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05044499 Supplier Number: 47405134
Datacraft Asia - Company Report
Investext, p1-26
May 22, 1997
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...Drivers; Phone Line Installations 1996-99; Distribution Of World ATM Market 1995 And 1999; Earnings **Estimates** Summary 1995-2001; **Sales** Growth By Division 1996-2001; Operating Margin By Division 1995-2001; Work Force 1996-2001; **Suppliers , Customers And Competitors**0D The INVESTEXT database offers the full text of this report online (RN=1907221).

-To order...

20/3,K/58 (Item 12 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

04613105 Supplier Number: 46785850 (USE FORMAT 7 FOR FULLTEXT)
I/PRO and DoubleClick Comprehensive Study Analyzes Ad Banner Impressions
PR Newswire, pl008SFTU020
Oct 8, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1073

... group within I/PRO. This group bridges the gap between site-centric and cross-site **analysis** enabling **marketing** professionals to **compare** their site's performance to their **competitors** . I/PRO RESEARCH delivers marketing-focused **information** to **customers** with its syndicated research reports and custom, contract consulting for individual clients.
About I/PRO...

20/3,K/59 (Item 13 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

04483014 Supplier Number: 46581132
Tomkins - Company Report
Investext, pl-27
July 29, 1996
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:
...Tables in report: Stock Price/Earnings Data 1996-99; Tomkins Valuation Data 1995-98; Earnings **Data** 1996-99; **Sales Analysis** By Activity; Gates: **Customer** Analysis; Gates: **Competitors** ; Gates' Plant Location; Gates 1995 **Sales Analysis** By Destination; Automotive OE: Performance Drivers; Automotive After Market: Performance Drivers; Gates Revenue Split By...

20/3,K/60 (Item 14 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

04439224 Supplier Number: 46514340 (USE FORMAT 7 FOR FULLTEXT)
RCA, MAGNAVOX, PANASONIC STILL TOP 3 VCR BRANDS
Video Week, v17, n27, pN/A
July 1, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 997

Annual survey is widely accepted as accurate barometer in **consumer** electronics **industry** . It reflects best thinking of industry's top **market analysts** as tabulated on basis of questionnaires each year. Manufacturers and marketers of products are requested to rank their **competitors** by percentage share of market, omitting their own share. Shares and rankings are based on...

20/3,K/61 (Item 15 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

04427308 Supplier Number: 46495620 (USE FORMAT 7 FOR FULLTEXT)

I/PRO STUDY IDENTIFIES WEB ADVERTISING TRENDS

PR Newswire, p0626SFW007

June 26, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 595

... group within I/PRO. This group bridges the gap between site-centric and cross-site **analysis** enabling **marketing** professionals to **compare** their site's performance to their **competitors**. I/PRO RESEARCH delivers marketing-focused **information** to **customers** with its syndicated research reports and custom, contract consulting for individual clients.

About I/Pro...

20/3,K/62 (Item 16 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2002 The Gale Group. All rts. reserv.

04348064 Supplier Number: 46376980

Brokerages that sold Comparator probed: NASD warns sellers about pitching low-priced, speculative shares

Orange County Register (Santa Ana, CA), pB1

May 10, 1996

Language: English Record Type: Abstract

Document Type: Newspaper; Trade

ABSTRACT:

...while investigators probed the company's financial status and products. La Jolla is the largest **trader** in **Comparator** stock which is **traded** by 25 **other companies**. Regulators asked La Jolla for lists of **clients** and **details** of 50 mil shares traded for and by itself.

...

20/3,K/63 (Item 17 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2002 The Gale Group. All rts. reserv.

04254599 Supplier Number: 46230718 (USE FORMAT 7 FOR FULLTEXT)

Study: Consumers to drive technology

Electronic Engineering Times, p26

March 18, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 861

... as companies develop new products for this consumer market, they must watch out for tough **competitors**. Savvy and seasoned **consumer** -electronics **companies** are poised to make a comeback in the next year, IDC **analysts** warned.

"The consumer **market** will be where the leading technology developments will occur over the next few years," noted...

20/3,K/64 (Item 18 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2002 The Gale Group. All rts. reserv.

04004082 Supplier Number: 45815675

A booming Delaware opening

Morning News (Wilmington, DE), pB5

Sept 26, 1995

Language: English Record Type: Abstract

Document Type: Newspaper; Trade

ABSTRACT:

...s opening of first Christiana Mall, DE outlet on 9/22/95 has reported

brisk sales comparable to a typical Christmas shopping weekend due to the absence of close rival Sharper Image and higher-income bracket clients. The company, which sells 750 different tools and peculiar items, has expanded its product line to include...

20/3,K/65 (Item 19 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

04000125 Supplier Number: 45809600 (USE FORMAT 7 FOR FULLTEXT)
AT&T split is a wake-up call for Ameritech and Motorola
Crain's Chicago Business, p1
Sept 25, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 837

... three cable companies.

In the future, Motorola won't be able to try to persuade customers (phone companies) not to buy from a competitor (AT&T).

"It eliminates a sales inhibitor," notes telecommunications analyst Daniel P. Reingold with merrill Lynch & Co. in New York. Similarly, AT&T's Paradyne...

20/3,K/66 (Item 20 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

03861556 Supplier Number: 45540631 (USE FORMAT 7 FOR FULLTEXT)
A taste for top brands: FMI attendees put welfare of category above great variety
Advertising Age, v0, n0, p44
May 15, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 693

... were on the retail side, I wouldn't limit myself to one manufacturer," he said. "Other suppliers can bring valuable information in."

Relying on marketers to analyze customer and category sales data alleviates much of the work for retailers, Mr. Stewart added. Mars' category management team evaluates...

20/3,K/67 (Item 21 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

03649379 Supplier Number: 45150851 (USE FORMAT 7 FOR FULLTEXT)
Figure-forming, fun styles sizzle in intimate apparel
Discount Store News, p15
Nov 21, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1188

... a manufacturer, you've got to use technology to understand your retailers' business and the consumers' mind.' He credited Wal-Mart's Retail Link and other retailer/vendor data-sharing online systems. 'We can analyze sales, styles and demographics,' he said, 'even down to the store level.'

Retailers benefit when vendor...

20/3,K/68 (Item 22 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

03642423 Supplier Number: 45138570 (USE FORMAT 7 FOR FULLTEXT)
PACKARD BELL SYSTEM DEBUTS AT DOW: First 100MHz Pentiums arrive
Computer Retail Week, p7
Nov 14, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 377

... a need for this kind of processor in the latest home applications,' said John Davies, **marketing** director for home **computing** at Intel. 'The **consumer** (PC **suppliers**) are really anxious to get their hands on this technology.'

But Packard Bell **competitors**, saying they had access to the processor but opted against introducing it because of the...

20/3,K/69 (Item 23 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

03634178 Supplier Number: 45125078
ELECTRONIC WARFARE
Richmond Times-Dispatch (VA), pD20
Nov 7, 1994
Language: English Record Type: Abstract
Document Type: Newspaper; Trade

ABSTRACT:

...its fiscal year in 2/95, wants to overtake Circuit City as the leading US **consumer** electronics **retailer**, and claims it will do so by end-1995. Industry **analysts** think that Best **Buy** will not surpass its **rival** for at least 2 years, if ever. Circuit City executives are confident they will prevail...

20/3,K/70 (Item 24 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

03520964 Supplier Number: 44933948 (USE FORMAT 7 FOR FULLTEXT)
Secret Agents: MysteryBuyer program helps dealers check quality in the showroom
Automotive News, v0, n0, p14i
August 22, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 510

... management as much as anything else,' Mancuso says.

The MysteryBuyer program not only evaluates a **client**'s **dealership**: A **client** can hire a 'shopper' to evaluate a **competitor**'s dealership.

The **sales evaluation** can also be used for service departments and for 'Tele-Shops' - callers who evaluate the...

20/3,K/71 (Item 25 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

01400917 Supplier Number: 41669678 (USE FORMAT 7 FOR FULLTEXT)
The buyout that saved Safeway
Forbes, p88
Nov 12, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General Trade

Word Count: 1920

... Safeway, like many supermarkets, is heavily into scanners and computerized-inventory control systems that track **consumer** purchases and buying habits. But much more than its **competitors**, Safeway uses its scanner systems to conduct **marketing** experiments and **data analyses** for manufacturers and suppliers in its stores, providing them with a sort of real-world...

20/3,K/72 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

12133632 SUPPLIER NUMBER: 60046344 (USE FORMAT 7 OR 9 FOR FULL TEXT)

THE 1999 STRATEGIST'S GUIDE TO SOFTWARE.

Baker, Sunny; Baker, Kim

Journal of Business Strategy, 20, 1, 21

Jan, 1999

ISSN: 0275-6668 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 6523 LINE COUNT: 00574

... Leonard Street

Belmont, Mass. 02178

(617) 484-5050

Price: \$595

GAIN

Enables researchers to do **customer** and **market trade** -area **analyses** using their proprietary **customer data**, **competitor information**, and such publicly available **information** as demographics, census figures, and ZIP codes.

Platform: Windows

Developer:

Urban Science Applications, Inc.

200...

20/3,K/73 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

11530017 SUPPLIER NUMBER: 57795668 (USE FORMAT 7 OR 9 FOR FULL TEXT)

A dossier, to understand a client.(Marketing Digital)(relationship marketing)(Column)

Cross, Lisa

Graphic Arts Monthly, 71, 10, 144(1)

Oct, 1999

DOCUMENT TYPE: Column ISSN: 1047-9325 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 706 LINE COUNT: 00062

...ABSTRACT: include such information as a history of the company, a company fact sheet and an **analysis** of its closest **market competitors**. **Information** about the **client**, which can also come from sources such as the World Wide Web, needs to be...

20/3,K/74 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

11315786 SUPPLIER NUMBER: 54926554 (USE FORMAT 7 OR 9 FOR FULL TEXT)

A Change in the Weather.(Weather Underground Inc. online weather service)(includes related articles on use of Ubiquitizer and old-fashioned typewriter by business travelers and preventing business espionage when travelling)

Burlingham, Bo; Rosenbluth, Hal; Seglin, Jeffrey L.; Barber, David
Inc., NA

June 15, 1999

ISSN: 0162-8968 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 5463 LINE COUNT: 00406

... general view, it appears, revolves around images of for-hire specialists conducting targeted research and **analyses** of vertical **markets** in order to systematically develop assessments of **competitors** ' products, **customers** , and **suppliers** . That can certainly be part of the picture: indeed, Leonard Fuld has just released a...

20/3,K/75 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

10617952 SUPPLIER NUMBER: 21266357 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Relationship marketing: the way of the future. (Marketing magazine's awards for relationship marketing)

Hewitt, Mike
Marketing, pS3(15)
Oct 29, 1998

ISSN: 0025-3650 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5720 LINE COUNT: 00461

... complete customer contact process is outsourced to the agency. Orderline has helped win customers from **competitors** ' stores, and testimonials indicate that customers appreciate the direct contact.

Compared with other **customers** , **Orderline users** on average spend around 400% more per shop.

Winner: Ticketmaster Priority Client: Ticketmaster UK Agency...

20/3,K/76 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08911638 SUPPLIER NUMBER: 18539991
Getting to know your customers. (data warehouse) (includes related articles) (Technology)

Doherty, Katherine
U.S. Distribution Journal, v223, n6, p13(3)
June 15, 1996

ISSN: 0897-1315 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4026 LINE COUNT: 00322

... potential" analysis, according to Chris Coleman, a partner with Andersen Consulting, Chicago.

"You may be **comparing** your existing **market** versus a **competitor** 's market by acquiring **information** from a third **party** , for example," he said. "You might try to identify where he's doing well and..."

20/3,K/77 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08839821 SUPPLIER NUMBER: 18530903 (USE FORMAT 7 OR 9 FOR FULL TEXT)
TRAFFIC TO CONTENT SITES CONTINUES TO GROW DRAMATICALLY
PR Newswire, p730SFTU033

July 30, 1996
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 183 LINE COUNT: 00019

... group within I/PRO. This group bridges the gap between server-centric and cross-site **analysis** enabling **marketing** professionals to **compare** their site's performance to their **competitors** . I/PRO Research delivers marketing-focused **information** to **customers** with its syndicated research reports and custom, contract consulting for individual

20/3,K/78 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08553863 SUPPLIER NUMBER: 18117251 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Study: consumers to drive technology. (International Data Corp analysts at the 31st annual Directions '96 conference in Boston) (Industry Trend or Event)

Ryan, Margaret

Electronic Engineering Times, n893, p26(1)

March 18, 1996

ISSN: 0192-1541

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 924

LINE COUNT: 00077

... as companies develop new products for this consumer market, they must watch out for tough **competitors**. Savvy and seasoned **consumer** -electronics **companies** are poised to make a comeback in the next year, IDC **analysts** warned.

"The consumer **market** will be where the leading technology developments will occur over the next few years," noted...

20/3,K/79 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08545306 SUPPLIER NUMBER: 18097878 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The 1996 business strategist's software directory. (Directory)

Baker, Kim; Baker, Sunny

Journal of Business Strategy, v17, n1, p41(12)

Jan-Feb, 1996

DOCUMENT TYPE: Directory

ISSN: 0275-6668

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 7598

LINE COUNT: 00623

... Systems 68 Leonard Street Belmont, MA 02178 (617) 484-5050

GAIN

Enables researchers to do **customer** and **market** **trade** area **analyses** using their proprietary **customer** **data**, **competitor** **information**, and publicly available **information** including demographics, census figures, and zip codes.

Platform: Windows Urban Science Applications, Inc. 200 Renaissance...

20/3,K/80 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08405293 SUPPLIER NUMBER: 17781899 (USE FORMAT 7 OR 9 FOR FULL TEXT)

How the learning organization manages change.

Recardo, Ronald; Molloy, Kathleen; Pellegrino, James

National Productivity Review, v15, n1, p7(7)

Winter, 1995

ISSN: 0277-8556

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2713

LINE COUNT: 00242

... and keep their customers. They do this by benchmarking and incorporating world-class concepts, collecting **data** from employees, **suppliers**, **customers**, and **competitors**, and conducting **market** and economic **analysis**. Steve Roehrich, vice president of quality and business improvement for Johnson & Johnson, credits the assimilation...

20/3,K/81 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08205154 SUPPLIER NUMBER: 17563059 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The battle for the end user: business information comes to the desktop.

(includes related articles on end users, how to attract end users,
Profound databases, the role of professional searchers and the Knowledge
Index) (Cover Story)

Fletcher, Lloyd Alan

Searcher, v3, n8, p32(16)

Sep, 1995

DOCUMENT TYPE: Cover Story ISSN: 1070-4795 LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 13246 LINE COUNT: 01087

... first: "BusinessBase is a tool for business professionals in large
companies who need information on **suppliers**, partners, **customers**,
competitors," says Dullaghan, alluding to the more "focused" approach to
the **market** that BusinessBase takes **compared** to the one-stop-shopping
claimed by Profound and EyeQ.

Deborah Silcox, director of business...

20/3,K/82 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

08125041 SUPPLIER NUMBER: 17390909 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Survival vs. success: competition in the Peruvian market heats up. (Mergers
& Acquisitions in Latin America 1995)**

Garrido-Lecca, Hernan; Cisneros, Rafael

LatinFinance, n69, pS26(3)

July 17, 1995

ISSN: 1048-535X LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1841 LINE COUNT: 00152

... To begin with, accurate and updated information is not easy to
obtain in Peru. When **analyzing markets** and sectors, especially the
target company's environment (i.e., **competitors**, **suppliers** and **clients**
) , most often the tycoon-to-be must rely on a sales manager's "educated
guesses...

20/3,K/83 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

08116576 SUPPLIER NUMBER: 17361727 (USE FORMAT 7 OR 9 FOR FULL TEXT)

411 operational support systems.

Kim, Gary

America's Network, v99, n15, p32E(11)

August 1, 1995

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5257 LINE COUNT: 00455

... area, product and service features.

The system also will be called upon to break out **information** by
customer, service or **market** segment, allowing **analysis** of such items
as trends, **competitor** performance, net gain or loss, market share,
promotion campaign effectiveness, survey results, service features and...

20/3,K/84 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

07762283 SUPPLIER NUMBER: 16730064 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Bank CEOs split on help for thrifts. (deposit insurance funds) (Brief

Article)

American Banker, v160, n56, p16(1)

March 23, 1995

DOCUMENT TYPE: Brief Article

ISSN: 0002-7561

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 227 LINE COUNT: 00018

... of those surveyed use data gathered under the Home Mortgage Disclosure Act to identify potential **customers** for **marketing**. Even less 44% - **compare** their HMDA **data** to **competitors**.

20/3,K/85 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

07708406 SUPPLIER NUMBER: 16551577 (USE FORMAT 7 OR 9 FOR FULL TEXT)

PC SOFTWARE INDUSTRY LOST \$8.08 BILLION TO PIRATES IN 1994; PIRACY RATE IN THE US DECLINES

PR Newswire, p0224DC020

Feb 24, 1995

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1932 LINE COUNT: 00175

... Use Business Software to Analysis
SPA estimates are based on hardware sales figures from International Data Corporation, and on SPA and **other industry software sales data**. "The SPA **estimates** now consider business applications used on home-based **personal** computers," said SPA Research Director David Tremblay. "In previous years, our piracy analysis did not..."

20/3,K/86 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

07650208 SUPPLIER NUMBER: 16017881 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Doehler-Jarvis actively evaluating market position options; may seek new investors, business combination, strategic alliance.

Business Wire, p01101170

Jan 10, 1995

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 183 LINE COUNT: 00017

... No decision has been made with respect to any alternatives, but the nature of our **industry**--including **customer** demands and global competition--requires that Doehler-Jarvis **evaluate** these alternatives in **order** to be in a position to continue to be a significant factor in the aluminum castings industry. Our **competitors** are not standing still and neither can we."

Doehler-Jarvis is the largest independent manufacturers...

20/3,K/87 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

07474403 SUPPLIER NUMBER: 15563470 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Service extension opportunities checklist.

Bluske, Monte R.

Journal of Accountancy, 178, n1, 32(1)

July, 1994

ISSN: 0021-8448

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 192 LINE COUNT: 00045

... and benefits program
[] [] [] Strategic planning
[] [] [] Inventory or production controls

☐ ☐ ☐ Job search
☐ ☐ ☐ Litigation support
☐ ☐ ☐ Management review
☐ ☐ ☐ **Market** research or **competitor analysis**
☐ ☐ ☐ Operations review
☐ ☐ ☐ **Personal** consulting
☐ ☐ ☐ Third- **party** review of electronic **data** processing
☐ ☐ ☐ Cash flow projection
☐ ☐ ☐ Industry comparison
☐ ☐ ☐ Other

GENERAL BUSINESS AND COMPUTER SERVICES

Responsible employee

C...

20/3,K/88 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

07193974 SUPPLIER NUMBER: 15037177 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Home is where the heart is; users force shifts in software and ISV business models. (independent software vendors)

Morrissey, Jane

PC Week, v11, n8, p103(2)

Feb 28, 1994

ISSN: 0740-1604 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 618 LINE COUNT: 00050

... Unlike the business software market, there will be no killer application that will dominate the **consumer market**, **vendors** and **analysts** said.

"There are as many opportunities as there are **competitors**," said Bob Davidson, founder of Davidson & Associates, a leading provider of educational software.

20/3,K/89 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

06510588 SUPPLIER NUMBER: 13831360 (USE FORMAT 7 OR 9 FOR FULL TEXT)

How to use federal census figures to help your business grow; the results of the latest survey will pinpoint important trends for agents and manufacturers. (U.S. Economic Census)

Agency Sales Magazine, v23, n6, p32(3)

June, 1993

ISSN: 0749-2332 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1455 LINE COUNT: 00117

...ABSTRACT: in most of their business activities. Published every 5 years, the Economic Census provides demographic **data** useful in assessing **competitors**, selecting business **markets** and sites and **determining market** share. It also lists possible **clients** and **distributors**, financial sources, growth opportunities and federal business standards and guidelines.

20/3,K/90 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

06398057 SUPPLIER NUMBER: 13447079 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Ideas that work. (includes related articles)

Dealer Business, v27, n6, p41(13)

Feb, 1993

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 7248 LINE COUNT: 00547

... a teetering customer lean in your direction. A survey conducted by a Glendale, Calif.-based **marketing** firm **compared** the success of one **client dealership** against its chief **competitor**. Many of those questioned who bought the "other dealer's" product, indicated that a follow...

20/3,K/91 (Item 20 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05923407 SUPPLIER NUMBER: 12744336 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Measuring damage to a firm's profitability: ex ante or ex post?
Taurman, John D.; Bodington, Jeffrey C.
Antitrust Bulletin, 37, n1, 57-106
Spring, 1992
ISSN: 0003-603X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 19659 LINE COUNT: 01539

... for" profits must conform to contemporaneous pretrial economic conditions (including inflation rates, if current-dollar **estimates** are used), **market** developments (including the introduction of new products, the entry of new **competitors**, and the fortunes of key **suppliers** and **customers**), and myriad other factors that would not have been affected by the defendant's wrongful...

20/3,K/92 (Item 21 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05590240 SUPPLIER NUMBER: 12230527 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Market imperfections and overenforcement in Hart-Scott-Rodino second request negotiations. (A Symposium on Current Antitrust Policy and Enforcement, part 2)
Blumenthal, William
Antitrust Bulletin, 36, n4, 745-820
Winter, 1991
ISSN: 0003-603X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 30072 LINE COUNT: 02450

... the document search. More significant, however, are the number and complexity of interrogatory responses. Marketing **personnel** must prepare responses identifying **competitors** and **estimating market** shares in various markets. (158) Accounting and operating **personnel** must compile **detailed information** about operating facilities. (159) Computer personnel must manipulate databases to assemble information in a particular...

20/3,K/93 (Item 22 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05579079 SUPPLIER NUMBER: 11239512 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Making automation a daily bonus.
Taylor, Thayer c.
Sales & Marketing Management, v143, n9, p68(3)
August, 1991
CODEN: SMMAD ISSN: 0163-7517 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
WORD COUNT: 1634 LINE COUNT: 00145

... about each contact, including meeting notes, using contact management software. Research market trends in the **client's** field, using **market analysis** software. Watch **competitors'** products, using **information** sent from the home office database.

* Improve presentations. Assess the client's needs prior to...

20/3,K/94 (Item 23 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05455812 SUPPLIER NUMBER: 11263380 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The insider's guide. (Buying a Business) (Cover Story)

Finegan, Jay

Inc., v13, n10, p26(7)

Oct, 1991

DOCUMENT TYPE: Cover Story ISSN: 0162-8968 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 5187 LINE COUNT: 00392

... was just from stupidity and ignorance," he says now.

Beyond that, get lists of major **customers** and **suppliers** . Evaluate their relations With the business. Check for long-term **purchase** agreements. And **evaluate** the company's, and the owner's, reputation in the industry. Talk to **competitors** . The more you know, the better off you are.

Last, if there is any chance...

20/3,K/95 (Item 24 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

04622143 SUPPLIER NUMBER: 08780244 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Managing information through systems architecture. (the system logic integration approach)

Targowski, Andrew S.; Rienzo, Thomas F.

Information Executive, v3, n3, p43(7)

Summer, 1990

ISSN: 1041-9098 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3510 LINE COUNT: 00334

... Planning and Control System

- Sales vs. Forecast Subsystem
- Expenses vs. Budget Subsystem
- Electronic Forecasting Subsystem

Market Analysis System

- Customer Profile Subsystem
- **Customer Industry** Profile Subsystem

- **Competitor** Profile Subsystem

Technical Support System

Data Base Management Support System

Arrows in Figure 4 indicate system connectivity. For example, the

Market Analysis System receives input from the Database Management Support System and it supplies input both to...

20/3,K/96 (Item 25 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

04163485 SUPPLIER NUMBER: 08206862 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Alacrity: software that asks shrewd questions. (Alacritous Inc. strategic planning software) (Software Review) (evaluation)

Cook, Donald A.; Sterling, John W.

Planning Review (a publication of the Planning Forum), v17, n6, p22(6)

Nov-Dec, 1989

DOCUMENT TYPE: evaluation ISSN: 0094-064X LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 4541 LINE COUNT: 00376

... fairly complete report. The nine modules, which can be used in

in conjunction with templates, are:

- * **Analyzing the Market** -development, size, growth.
- * **Mission and Business Definition**-how the business fits into the "big picture."
- * **Competitor Profile** - in-depth **analysis of competitor** capabilities.
- * **Marketing Reports**-examining either **users** or **customers** in terms of pricing, promotion.
- * **Marketing Events**-the specific actions needed to implement marketing strategies...

20/3,K/97 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

04148345 SUPPLIER NUMBER: 07931238 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The nuts and bolts of formulating differentiation strategy.

Getz, Gary A.; Sturdivant, Frederick D.

Planning Review (a publication of the Planning Forum), v17, n5, p4(6)

Sept-Oct, 1989

ISSN: 0094-064X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3268 LINE COUNT: 00277

... afoul of the others. But even thorough, well-designed efforts (including, for example, research-based **market** needs **analysis** ; **company** , **customer** , **supplier** , and **competitor** value-chain analyses; perceptual mapping of competitive offerings, and **competitor** response role playing) can fail if they do not adequately take into account organizational and...

20/3,K/98 (Item 27 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

03135543 SUPPLIER NUMBER: 05024760 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Canon's copiers hit home offices; sales staff doubled for retail push.

Lanctot, Roger C.

HFD-The Weekly Home Furnishings Newspaper, v61, p1(3)

June 29, 1987

ISSN: 0746-7885 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 904 LINE COUNT: 00069

... a market research firm in San Jose, Cal. Sharp Electronics Corp. is Canon's closest **rival** with 13 percent of the PC **market** , say **analysts** .

Mass **merchants** in **consumer** electronics increasingly are signing up with Canon as the personal copier market continues to grow...

20/3,K/99 (Item 28 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

02944246 SUPPLIER NUMBER: 04480151
Building effective intelligence systems for competitive advantage.

(business intelligence)

Ghoshal, Sumantra; Kim, Seok Ki

Sloan Management Review, v28, n1, p49(10)

Fall, 1986

ISSN: 0019-848X LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

ABSTRACT: Business intelligence - the collection and **analysis** of **information** on **markets** , new technologies, **customers** , **competitors** , and broad social trends - is becoming an essential competitive tool. Although many companies have established...

20/3,K/100 (Item 29 from file: 148)

✓ f . .
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

02821345 SUPPLIER NUMBER: 04193098 (USE FORMAT 7 OR 9 FOR FULL TEXT)
New uses for contractors. (Computer Update)
Highway & Heavy Construction, v129, p54(1)
April, 1986
ISSN: 0362-0506 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 620 LINE COUNT: 00052

... letting them communicate electronically.
Financial Management. Linking with the bank's computer for faster
financial **information** and better cash management.
Marketing Information . Assembling and **analyzing data** on
customers and **competitors** to spot new opportunities, develop new
products and avoid seasonal crunches.
Sales. Giving the salesforce...

20/3,K/101 (Item 30 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

01887734 SUPPLIER NUMBER: 02829376 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Pinpointing your market. (restaurant business)
Degan, James
Restaurant Business, v82, p121(10)
July 1, 1983
ISSN: 0097-8043 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4643 LINE COUNT: 00399

... Arizona Dinning Information Group in Phoenix and Restaurant
Research Associates in Tustin, California, provide ongoing **consumer** and
market tracking **information** .
Competitive **analysis**
Aside from infrequent dining at a **competitor** 's operation, most
restaurateurs do little in the way of a competitive evaluation. The
competitive...

20/3,K/102 (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01592853
**Urban Science Applications, Inc (USAI), specializing in decision support
software used in formulating location marketing strategies, has
announced that its Mar.**
NEWS RELEASE February 17, 1987 p. 12

... operation at U.S. headquarters of major U.S. and foreign automobile
manufacturers since 1982. **Markets** are **analyzed** using raw **client data**
, demographic **data** and **competitor** location **information** . The USAI
software allows the manufacturer to perform a myriad of analytic functions
concerning market...

20/3,K/103 (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01497678
Building Effective Intelligence Systems for Competitive Advantage.
SLOAN MANAGEMENT REVIEW 4, 1986 p. 49-581

... effective use. Business intelligence is becoming an important
competitive tool, and includes the collection and **analysis** of
information on **markets** , new technologies, **customers** , **competitors**

and "social trends. But many firms fail to make optimal use of their information-gathering...

20/3,K/104 (Item 3 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01344042

Paychex Incorporated.

WALL STREET TRANSCRIPT April 7, 1986 p. 814551

...benefit packages to existing customers. This 'fit' is related to the information already in the **data** bases. Charts and tables show **market information , competitor analysis , client** distribution and financial **data** .

20/3,K/105 (Item 4 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01145569

Survival tactics: LAN vendors plug into IBM.

MICRO MARKETWORLD October 1, 1984 p. 35-37

... carry more than 3 network products, though Corvus and 3Com are likely to be strong **competitors** . Many other **details** about the emerging **personal - computing** LAN network **market** are offered, and the available products are compared in a table showing technical characteristics.> ...

20/3,K/106 (Item 5 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01102543

COVER STORY/Strategic Planning: Strategic Business Unit Market Planning.

BUSINESS MARKETING November, 1984 p. 42-551

... marketing plans use a 6-step approach: formulating the mission/goal statement; preparing a detailed **market analysis** , including **competitor** strengths, weaknesses and strategies, and economic, legislative and regulatory trends affecting the **company** , its **customers** and/or **competitors** ; analyzing the SBU's internal business strengths and weaknesses, including its products, distribution, pricing and...

20/3,K/107 (Item 6 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

00563082

Transmission costs are expected to account for 26% of all electronic data processing costs in 1985, up from 9% in 1977, according to DF Manzer of Honeywell Information Systems.

Data Channels May, 1980 p. 8

... be shifted from the FCC to the competitive marketplace. Software's importance will spread from **data** processing to office and **consumer markets** and will **determine** the outcome of **rivalries** among IBM, Xerox, AT&T, Exxon and GTE. ...

20/3,K/108 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01546686 SUPPLIER NUMBER: 12607109 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Selling direct isn't as easy as it looks; if they're to succeed, newcomers must make full customer commitment. (large computer manufacturers join mail-order marketing channels)
Dickinson, John
Computer Shopper, v12, n10, p62(2)
Oct, 1992
ISSN: 0886-0556 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 816 LINE COUNT: 00063

... important than any of this is, however, is the direct vendor's commitment to its **customers**. Most **vendors** in the channel are small in **comparison** to their more **traditional** domestic and foreign **competitors**, thus forcing them to remain close to the customers they've acquired. That has taught...

20/3,K/109 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01467009 SUPPLIER NUMBER: 11768312 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Overview. (Information Engineering seminar)
Computer Conference Analysis Newsletter, n289, p2(1)
Nov 25, 1991
ISSN: 1071-2216 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3252 LINE COUNT: 00310

... prioritize your list of strategies
* incorporate references to other organizations that influence your plans -- suppliers, **competitors**, and **customers**
* include **data** from your **market analysis** and **market needs analysis**
* introduce the time factor
* include an "asset disposal strategy" as well as all financial and...

20/3,K/110 (Item 3 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

01452465 SUPPLIER NUMBER: 11276269 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wiring the buy side. (Electronic Joint Venture Partners L.P. UniVu turnkey system for bond analytics services)
Schmerken, Ivy
Wall Street Computer Review, v8, n12, p32(6)
Sept, 1991
ISSN: 0738-4343 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2485 LINE COUNT: 00200

... the Electronic Joint Venture (EJV) Partners, L.P., in April 1990 to deliver fixed-income **market** data and **analytics** to institutional **clients**, few **industry** participants believed that such fierce **competitors** could cooperate on trivial matters let alone a strategic business project like disseminating Proprietary bond...

20/3,K/111 (Item 1 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2002 The Gale Group. All rts. reserv.

01115460 Supplier Number: 40868824 (USE FORMAT 7 FOR FULLTEXT)
SPSS to Provide Software to Dutch Universities
News Release, p1
July 19, 1989
Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade
Word Count: 584

... 2 (R) family and compatibles. SPSS supports over 25 UNIX (R)
platforms. more than any **other supplier** of statistical **data**
analysis

software. Applications include **market** research, product testing,
personnel evaluation, decision support, health care analysis,
statistical quality control, and scientific and academic research
SPSS...

20/3,K/112 (Item 2 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2002 The Gale Group. All rts. reserv.

01033615 Supplier Number: 39970155 (USE FORMAT 7 FOR FULLTEXT)
Urban Science Applications, Inc. (USAI), specializing in decision support
software used in formulating location marketing strategies, has announced
that its Market Analysis System is now available at the personal computer
level.

PR Newswire, pN/A

Feb 17, 1987

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 396

... operation at
U.S. headquarters of major U.S. and foreign automobile manufacturers
since 1982.

Markets are **analyzed** using raw **client data** , demographic **data**
and **competitor location information** . The USAI software allows the
manufacturer to perform a myriad of analytic functions concerning
market...

Set	Items	Description
S1	5	AU=(KRISS M? OR KRISS, M? OR CIBULSKIS P OR CIBULSKIS, P?)
S2	2675552	ANALY? OR ESTIMAT? OR CALCULAT? OR DETERMIN? OR COMPAR? OR EVALUAT? OR COMPUTE OR COMPUTES OR COMPUTING OR RELAT???
S3	640026	PURCHASE? OR BUY??? OR SALE? OR ORDER? OR TRAD? OR TRANSAC-T? OR SOLD OR MARKET? OR BOUGHT
S4	5204505	OTHER? OR ANOTHER OR DIFFERENT OR SECOND OR 2ND
S5	739418	SUPPLIER? OR PRODUCER? OR MANUFACTURER? OR USER? OR MERCHANT? OR COMPANY OR INDUSTRY OR COMPANIES OR VENDOR? OR SELLER? OR DEALER? OR DISTRIBUTOR? OR RETAILER?
S6	1181	COMPETITOR? OR RIVAL? OR CORRIVAL? OR ARCHRIVAL?
S7	1304002	CUSTOMER? OR CONSUMER? OR CLIENT? OR PERSON? OR MEMBER OR - PANELIST? OR PARTY OR PARTIES OR SHOPPER?
S8	3130576	DATA OR INFO OR INFORMATION? OR DETAIL?
S9	2	S1 AND IC=G06F-017/60
S10	56553	S2(15N)S3
S11	14417	S4(2N)S5
S12	86	S10(20N)(S11 OR S6)
S13	32	S12 AND S7
S14	22	S13 AND IC=G06F-017/60
S15	8	(S2(5N)S3) AND S5 AND S6 AND S8
S16	4	S15 NOT S13
S17	45	S12 AND IC=G06F-017/60
S18	23	S17 NOT S13

?show files

File 347:JAPIO Oct 1976-2002/Mar(Updated 020702)

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File 350:Derwent WPIX 1963-2002/UD,UM &UP=200247

(c) 2002 Thomson Derwent

18/5/1 (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2002 JPO & JAPIO. All rts. reserv.

07181433 **Image available**
INTERNET ACCESS ATTENTION ATTRACTION

PUB. NO.: 2002-049824 [JP 2002049824 A]
PUBLISHED: February 15, 2002 (20020215)
INVENTOR(s): HIROZAWA NAGAYOSHI
APPLICANT(s): HIROZAWA NAGAYOSHI
APPL. NO.: 2000-270822 [JP 2000270822]
FILED: August 03, 2000 (20000803)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide an attention attracting method for letting many users frequently access for a site which desires the browsing activities and **buying** activities of many users.

SOLUTION: A winning access user is **determined** among many access **users** which access **other** sites from an advertisement site and given a prize by using a predetermined numeral, a random numeral, a lot-drawing numeral, a combined numeral, the numeral of a game result, and other numerals such as access order, accessing-user's unique and arbitrary numbers, codes, symbols, names, etc.

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18/5/2 (Item 2 from file: 347)
DIALOG(R)File 347:JAPIO
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07164239 **Image available**
COMMODITY TRADE AND DESIGN SUPPORT SYSTEM

PUB. NO.: 2002-032623 [JP 2002032623 A]
PUBLISHED: January 31, 2002 (20020131)
INVENTOR(s): NAKANO TADAHIRO
APPLICANT(s): OLYMPUS OPTICAL CO LTD
APPL. NO.: 2000-215104 [JP 2000215104]
FILED: July 14, 2000 (20000714)
INTL CLASS: G06F-017/60 ; G06F-017/50

ABSTRACT

PROBLEM TO BE SOLVED: To improve the efficiency of price setting and management by solving problems in a conventional case that conditions are presented between a purchaser and a seller in writing at the time of purchase condition determination for commodity purchase and commodity price estimation for product design.

SOLUTION: A purchaser terminal 11 and a seller terminal 15 are connected to a server 13 through communication means 12 and 14, and commodity information and a purchase condition which are inputted by the purchaser and a **sale** condition which the seller inputs in response to the input of the **purchaser** are **compared** with each **other**, and **seller** information is transmitted or an **order** for **purchase** is made from the server 13 to the seller in the case of agreement between purchase and sale conditions. Design data of a CAD system 51 is transmitted to a server 54 through a communication means 52, and a selling price is estimated by standard parts and worked parts estimation means 59, 60, and 61 provided in the server 54, and the selling price estimated in the server 54 is synthesized with design data and is displayed.

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18/5/3 (Item 3 from file: 347)
DIALOG(R)File 347:JAPIO
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07091442 **Image available**
JOINT PURCHASE REVERSRE AUCTION SYSTEM USING INTERNET

PUB. NO.: 2001-319098 [JP 2001319098 A]
PUBLISHED: November 16, 2001 (20011116)
INVENTOR(s): TAKADA KATSUHISA
APPLICANT(s): ADONETTO KK
APPL. NO.: 2000-137121 [JP 2000137121]
FILED: May 10, 2000 (20000510)
INTL CLASS: G06F-017/60 ; G07C-013/00

ABSTRACT

PROBLEM TO BE SOLVED: To actualize a system which implements on the Internet a reverse auction technique for making many article sellers complete in article price.

SOLUTION: The system is equipped with a homepage generating means which publishes and displays joint purchase sale invitation conditions including the smallest purchase reservation quantity and purchase price by registered sellers and an invitation period, a counter means which displays an actual purchase reservation quantity in a homepage, an electronic mail automatic sending means which invites **other** registered **sellers** to joint **purchase** and **sale** under new conditions, and a **comparing** means which **compares** the joint **purchase** and **sale** conditions of a new applying registered seller with those of the arbitrary registered seller, thereby obtaining the contents of the homepage with better joint purchase and sale conditions.

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18/5/4 (Item 4 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2002 JPO & JAPIO. All rts. reserv.

07079251 **Image available**
SYSTEM FOR MANAGING MERCHANDISE SALES

PUB. NO.: 2001-306898 [JP 2001306898 A]
PUBLISHED: November 02, 2001 (20011102)
INVENTOR(s): YAMADA HIDEYUKI
APPLICANT(s): NIHON DENSAN KK
APPL. NO.: 2000-119382 [JP 2000119382]
FILED: April 20, 2000 (20000420)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a merchandise sales management system for unifying the functions of computer processing systems that selling side companies and purchasing side companies respectively have.

SOLUTION: This merchandise sales management system is provided with a database server provided with a merchandise master in which the respective merchandise codes of a plurality of selling side companies for specifying a plurality of respective pieces of merchandise are made to correspond to the merchandise codes of the purchasing side companies and stored, a 1st server for receiving data **related** to an **order** including the merchandise code of a purchasing side company about prescribed merchandise from the purchasing side **company**, and a **2nd** server for converting the merchandise code of the purchasing side company into the merchandise code of a selling side company about the prescribed merchandise on the basis of the merchandise master and transmitting the data related to the order as data related to order reception including the merchandise code to the selling side company.

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18/5/5 (Item 5 from file: 347)

DIALOG(R)File 347:JAPIO

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07038219 **Image available**

SYSTEM AND METHOD FOR RECOMMENDING RELATIVE ARTICLE

PUB. NO.: 2001-265853 [JP 2001265853 A]

PUBLISHED: September 28, 2001 (20010928)

INVENTOR(s): HANAI ATSUSHI
NISHIMOTO MASAYUKI
OKOCHI FUSAKICHI
FUKUTOME TSUKASA

TORIKAI TATSUTO

HOSODA HIROSHI

SHIRAI YASUYUKI

SHINOHARA EIJI

NISHIDA AKIHIRO

MISUMI SACHIKO

TOZEN TAKUYA

ONO YOSHIAKI

APPLICANT(s): RICOH CO LTD

APPL. NO.: 2000-073690 [JP 200073690]

FILED: March 16, 2000 (20000316)

INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a network shopping system which contributes to prevention against an omission of article purchase and a mispurchase.

SOLUTION: In a relative article DB 257, main bodies and options or articles which tend to be used at the same time, i.e., mutually relative articles are stored while being made to correspond to each **other**. When a **user** puts an article to be **purchased** in a shopping cart, the **relative** article DB 257 is accessed to retrieve and recommend **relative** articles to the user.

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18/5/6 (Item 6 from file: 347)

DIALOG(R)File 347:JAPIO

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06762168 **Image available**

INFORMATION PROVISION SYSTEM AND INFORMATION PROVIDING DEVICE USING SAME SYSTEM

PUB. NO.: 2000-348039 [JP 2000348039 A]

PUBLISHED: December 15, 2000 (20001215)

INVENTOR(s): MIYAHARA KOJI

APPLICANT(s): MITSUBISHI ELECTRIC CORP

APPL. NO.: 11-155519 [JP 99155519]

FILED: June 02, 1999 (19990602)

INTL CLASS: G06F-017/30; G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To obtain similarity between users even when common provided information is not evaluated by calculating the similarity between the users from evaluation information in stored key word units.

SOLUTION: A key word evaluation information storage means 4 constitutes a table of evaluated values of key words by users by using evaluation information extracted by referring to an evaluation information storage means 2 and key words for provided information that a key word extracting

means 3 has. A similarity calculating means 5 performs a process for taking a pair of two users from the table stored in a key word evaluation information storage means 4 and calculating and storing the similarity between the users based upon evaluation points by key words as to all combinations of users. On request of providing information, an evaluated value predicting means 6 predicts an evaluated value by using an evaluated value for object information of **another user** weighted with the similarity between the users and an information providing means 7 rearranges provision **order** according to the **evaluated** predicted value and sends the information out to the users.

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18/5/7 (Item 7 from file: 347)

DIALOG(R)File 347:JAPIO

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06029313 **Image available**

MANAGEMENT ANALYSIS SYSTEM

PUB. NO.: 10-312413 [JP 10312413 A]
PUBLISHED: November 24, 1998 (19981124)
INVENTOR(s): TOSA KATSUHIKO
APPLICANT(s): DAINIPPON PRINTING CO LTD [000289] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 09-120416 [JP 97120416]
FILED: May 12, 1997 (19970512)
INTL CLASS: [6] **G06F-017/60**
JAPIO CLASS: 45.4 (INFORMATION PROCESSING -- Computer Applications)

ABSTRACT

PROBLEM TO BE SOLVED: To facilitate the **comparison** of management with **other companies** by sending the **sales** information via every terminal equipment, producing the management guideline information via a server and reading the management guideline information via every terminal equipment.

SOLUTION: The sales information are sent to a server 5b from the terminal equipments 7-1, 7-2... via an internet 3. That is, a home page is opened at the server 5b for a management analysis system, and every terminal equipment accesses the home page to send the sales information. Thus, the monthly sales information on every commodity, for example, is sent to the server 5b from each of stores 9-1 and 9-2. Meanwhile, the server 5b produces an evaluation table and an evaluation graph based on the received sales information. Then a terminal equipment 7-n of a consulting company 13 accesses the server 5b, and a consultant produces the comments. In such a constitution, the server 5b produces the management guideline information based each sales information and every terminal equipment 7-1, 7-2 reads the management guideline information

18/5/8 (Item 8 from file: 347)

DIALOG(R)File 347:JAPIO

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05924858 **Image available**

SALES ANALYSIS DEVICE AND PROGRAM RECORDING MEDIUM

PUB. NO.: 10-207958 [JP 10207958 A]
PUBLISHED: August 07, 1998 (19980807)
INVENTOR(s): MICHIKAWA KENICHI
APPLICANT(s): TSUBASA SYST KK [489446] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 09-014070 [JP 9714070]
FILED: January 28, 1997 (19970128)
INTL CLASS: [6] **G06F-017/60 ; G06F-017/00**
JAPIO CLASS: 45.4 (INFORMATION PROCESSING -- Computer Applications)
JAPIO KEYWORD:R107 (INFORMATION PROCESSING -- OCR & OMR Optical Readers)

ABSTRACT

PROBLEM TO BE SOLVED: To provide a **sales analysis** device for **analyzing** the **sales** of a self store by considering the influence of the stores of **other companies** even if concrete sales data on the stores of the other companies are not bound.

SOLUTION: The sales analysis device 10 is provided with a map data file and an address block data file for storing data for displaying an area where the self store is positioned in a state where it is divided into address blocks, a store data file recording the addresses of the same business and dealing products and a management master for recording the same record of the products by containing the addresses of purchasers. Thus, the map of a form for identifying an address block group where the shift time of residents of the self store is shorter than shift time to the store of the same business, which sells the same product, and recognizing the amount of sales in the respective address blocks is displayed when a prescribed instruction is given

18/5/9 (Item 1 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014538585 **Image available**

WPI Acc No: 2002-359288/200239

Car selling and buying method using the internet and mobile telephone

Patent Assignee: JASPERAUTO CO LTD (JASP-N)

Inventor: KANG M H

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001109007	A	20011208	KR 200030111	A	20000601	200239 B

Priority Applications (No Type Date): KR 200030111 A 20000601

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001109007	A		1	G06F-017/60	

Abstract (Basic): KR 2001109007 A

NOVELTY - A car selling and buying method using the Internet and a mobile telephone are provided to enable the selling and buying of cars via the mobile telephone for the sake of sellers and buyers who are difficult to adapt themselves to the Internet.

DETAILED DESCRIPTION - Second-hand car sellers and car buyers subscribe for a membership, a main server receives and sends second-hand car information, an initial screen guiding the selling and buying of second-hand cars on the Internet is provided, and membership fees are collected from the **second** -hand car **sellers** . The **second** -hand car **seller** registers the type of cars on **sale** and **related** car **sales** information by using a mobile telephone. A **buyer** sends an application for a request for a business talk to the main server via the Internet screen based on the registered sales information in step(321). The main server selects second-hand car seller around the place of residence of the buyer and provides purchase information to the second-hand car seller along with the phone number of the buyer in step(322). The seller makes a call to the buyer and talks with the buyer for a bargain in step(323). When the bargain is settled, the second-hand car seller requests for deleting the sales information on the car in step(324).

pp; 1 DwgNo 1/10

Title Terms: CAR; SELL; BUY; METHOD; MOBILE; TELEPHONE

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

18/5/10 (Item 2 from file: 350)

DIALOG(R) File 350:Derwent WPIX
(c) 2002 Thomson Derwent. All rts. reserv.

014537826 **Image available**

WPI Acc No: 2002-358529/200239

Method for selling at cost

Patent Assignee: PARK J W (PARK-I)

Inventor: PARK J W

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001087783	A	20010926	KR 200122496	A	20010425	200239 B

Priority Applications (No Type Date): KR 200122496 A 20010425

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001087783	A		1	G06F-017/60	

Abstract (Basic): KR 2001087783 A

NOVELTY - A method for selling at cost is provided for the profit security of a supplier by reforming the cost factor, for the optimal shopping mall operation of a service provider by controlling the merchandise life-cycle with the supplier, and for the best merchandise buying of a **purchaser** through the price **comparison** with the **other suppliers**.

DETAILED DESCRIPTION - The system comprises a purchaser computer(1), Internet(2), manager computer(3), and manager server(4). The purchaser computer is connected to the site of the service provider via the Internet. The manager computer stays in-line with the manager server of the service provider. The manager server has a merchandise DB(5) which records the product information, an ordering information DB(6) which records the ordered merchandise information, a sales information DB(7) which records the information on the sales volume, number of the merchandise, a supplier information DB(8) which records the management code, business license number, and name of the supplier, and a purchaser information DB(9) which records the sex, age, area, and job of the purchaser.

pp; 1 DwgNo 1/10

Title Terms: METHOD; SELL; COST

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

18/5/11 (Item 3 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014523818 **Image available**

WPI Acc No: 2002-344521/200238

XRPX Acc No: N02-271140

Batch inventory control system using internet, determines total number of stocks based on goods order received from user, in order to transmit batch purchase order to manufacturer terminal

Patent Assignee: NEC CORP (NIDE)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002007824	A	20020111	JP 2000186845	A	20000621	200238 B

Priority Applications (No Type Date): JP 2000186845 A 20000621

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002007824	A		9	G06F-017/60	

Abstract (Basic): JP 2002007824 A

NOVELTY - An inventory control server (2) searches component and material information corresponding to user, which is registered by a

• manufacturer terminal (4), in **order** to receive goods **order** from **other user**. The number of stocks is **determined** based on the received **order**, in **order** to transmit batch **purchase order** to the manufacturer terminal.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for batch inventory control method.

USE - Batch inventory control system using internet, for goods transaction.

ADVANTAGE - The batch inventory control is performed reliably and efficiently by transmitting batch purchase order to manufacturer terminal and thus need to manage warehoused item by purchasing manufacturer is eliminated.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the batch inventory control system. (Drawing includes non-English language text).

Inventory control server (2)

Manufacturer terminal (4)

pp; 9 DwgNo 1/4

Title Terms: BATCH; INVENTORY; CONTROL; SYSTEM; DETERMINE; TOTAL; NUMBER; STOCK; BASED; GOODS; ORDER; RECEIVE; USER; ORDER; TRANSMIT; BATCH; PURCHASE; ORDER; MANUFACTURE; TERMINAL

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

18/5/12 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014319847

WPI Acc No: 2002-140549/200219

XRPX Acc No: N02-106305

Electronic trade system and its trade method

Patent Assignee: QIU S (QIUS-I)

Inventor: DENG S; QING H; QIU S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CN 1320877	A	20011107	CN 2000106177	A	20000425	200219 B

Priority Applications (No Type Date): CN 2000106177 A 20000425

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
CN 1320877	A		G06F-017/60	

Abstract (Basic): CN 1320877 A

NOVELTY - An electronic **trade** system is composed of account processor for authenticating the users, a count **calculator** for **calculating** the count variation of the **trades** between user and said **trade** system or service provider, a count exchange unit for cashing the count between service provider and trade system or **another** service provider, **user** database, service provider database, and count exchange rate database. A trade method based on said trade system is also disclosed.

DwgNo 0/0

Title Terms: ELECTRONIC; TRADE; SYSTEM; TRADE; METHOD

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

18/5/13 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014298801 ****Image available****

WPI Acc No: 2002-119504/200216

XRPX Acc No: N02-089771

Electronic commercial transaction device has purchase order controller which transmits goods information to buyer terminal based on comparison of goods purchase order from buyer terminal with prestored data

Patent Assignee: JGC CORP (JAGA)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001357224	A	20011226	JP 2000177479	A	20000613	200216 B

Priority Applications (No Type Date): JP 2000177479 A 20000613

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001357224	A		20	G06F-017/60	

Abstract (Basic): JP 2001357224 A

NOVELTY - A master storage unit (230) stores details of the goods sold by several sellers. A comparison unit (40) compares a purchase order of goods from a buyer terminal with the data in the storage unit. A controller transmits goods information to the buyer terminal based on the comparison result.

USE - For management of goods requirement in plants.

ADVANTAGE - Goods catalog can be stored easily, thus enabling purchase of good products at cheaper rates. **Estimates** of product rates from **different sellers** can be obtained quickly.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the electronic commercial transaction device. (Drawing includes non-English language text).

Comparison unit (40)

Master storage unit (230)

pp; 20 DwgNo 1/19

Title Terms: ELECTRONIC; COMMERCIAL; TRANSACTION; DEVICE; PURCHASE; ORDER; CONTROL; TRANSMIT; GOODS; INFORMATION; BUY; TERMINAL; BASED; COMPARE; GOODS; PURCHASE; ORDER; BUY; TERMINAL; DATA

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

18/5/14 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014283496 **Image available**

WPI Acc No: 2002-104197/200214

Consignment sale servicing method

Patent Assignee: PARK J W (PARK-I)

Inventor: PARK J W

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001078859	A	20010822	KR 200123608	A	20010430	200214 B

Priority Applications (No Type Date): KR 200123608 A 20010430

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001078859	A		1	G06F-017/60	

Abstract (Basic): KR 2001078859 A

NOVELTY - A consignment sale servicing method is provided for a buyer being connected to a service company server through the Internet to buy a commodity in real time by constructing a database based on a plurality of commodities and deciding and providing a selling price of a commodity being registered in a service company server by a commodity supplier.

DETAILED DESCRIPTION - If a buyer connects to a server controlling and managing a commission selling service through the Internet(S102), the front page of the service is displayed in a web browser of the

buyer. The buyer inputs one's ID and password in a user information menu(S103). If the buyer selects a commodity to be bought in a menu by searching commodity information(S104), sale terminating date is read. If the commodity is a selling item(S105), a user interface is provided. If a sale terminating date of the commodity is passed, a message guiding a sale termination is transmitted to the web browser of the **buyer**, and the **buyer** uses another service(S106). The **buyer** inquires a **transaction** stipulation and payment **relation** information(S107). If the user does not wish to **buy** the commodity, the **user** uses **another** service(S109). If the user wishes to buy the commodity(S108), the user clicks a click bar(S110) and the ordering is stored in a selling information DB(S112). A credit card may be used for the transaction.

pp; 1 DwgNo 1/10

Title Terms: CONSIGNMENT; SALE; SERVICE; METHOD

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

18/5/15 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014260049 **Image available**

WPI Acc No: 2002-080747/200211

XRPX Acc No: N02-060163

Transaction term notification system for goods transaction, notifies decided transaction terms to different manufacturers and service providers involved in transaction at corresponding notification address in memory

Patent Assignee: SMART ONLINE KK (SMAR-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001331703	A	20011130	JP 2000146913	A	20000518	200211 B

Priority Applications (No Type Date): JP 2000146913 A 20000518

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001331703	A	5	G06F-017/60	

Abstract (Basic): JP 2001331703 A

NOVELTY - A memory stores notification address of **different manufacturers** and service providers. Input section inputs definite information **relating** to **transaction** when **transaction** terms are decided. After input of the definite information, address of different service providers and manufacturers involved in the transaction is read from memory and the transaction terms are notified.

USE - In transaction of goods such as steel articles.

ADVANTAGE - Decided provision information is automatically notified to manufacturers and service providers without requiring much labor leading to improved transaction speed.

DESCRIPTION OF DRAWING(S) - The figure shows the data stored as an estimate. (Drawing includes non-English language text).

pp; 5 DwgNo 3/5

Title Terms: TRANSACTION; TERM; NOTIFICATION; SYSTEM; GOODS; TRANSACTION;

NOTIFICATION; DECIDE; TRANSACTION; TERM; MANUFACTURE; SERVICE;

TRANSACTION; CORRESPOND; NOTIFICATION; ADDRESS; MEMORY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

18/5/16 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014203293 **Image available**

WPI Acc No: 2002-023990/200203

Method for paying bill of e-commerce using dual-payment account

Patent Assignee: ABC SOLUTIONS INC (ABCS-N)

Inventor: JUNG J H

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001067794	A	20010713	KR 200115902	A	20010327	200203 B

Priority Applications (No Type Date): KR 200115902 A 20010327

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001067794	A		1	G06F-017/60	

Abstract (Basic): KR 2001067794 A

NOVELTY - The method for paying the bill of the e-commerce using the dual-payment account is provided to secure the stability of the payment by guaranteeing the safe payment and delivery of merchandises between a purchase and a seller.

DETAILED DESCRIPTION - The seller(10) builds the on-line network system with the specified (affiliated) bank(40) and opens a dual-payment account(50) as the seller name. The dual-payment account as the seller name is the account that even a purchaser as well as the seller can withdraw the money. The purchaser deposits the bill of the merchandise on the dual-payment account opened as the seller name. The seller checks the deposit and sends the relevant merchandise to the **purchaser**. The **purchaser determines** if receiving the merchandise or not. When deciding to receive the merchandise, the **purchaser** first pays the bill. The seller can withdraw the bill of the merchandise while the **seller second** pays the bill. If the purchaser decides not to receive the merchandise because of a defect of the merchandise, the purchaser expresses the business cancellation and returns the merchandise back to the seller. When the seller accepts the defect of the merchandise and agrees to the business cancellation, the seller first pays the bill. The purchaser refunds the bill deposited on the dual-payment account while the purchaser second pays the bill.

pp; 1 DwgNo 1/10

Title Terms: METHOD; PAY; BILL; DUAL; PAY; ACCOUNT

Derwent Class: T01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

18/5/17 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014178271 **Image available**

WPI Acc No: 2001-662499/200176

XRPX Acc No: N01-493562

Computer network e.g. internet, wireless web or open networks used in web-based technology management system, has seller and purchaser which optionally enter into contract of property when demands are fulfilled

Patent Assignee: MAGID T (MAGI-I)

Inventor: MAGID T

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20010032144	A1	20011018	US 2000175618	A	20000111	200176 B
			US 2001757661	A	20010110	

Priority Applications (No Type Date): US 2000175618 P 20000111; US

2001757661 A 20010110

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20010032144	A1		13	G06F-017/60	Provisional application US 2000175618

Abstract (Basic): US 20010032144 A1

NOVELTY - A seller and a purchaser are linked to a central network core site. The seller presents two levels of disclosures to the purchaser and requests a response for the fulfillment of the first and **second** demand. The **seller** and **purchaser** optionally enter into a contract **relative** to the intellectual property when both demands are fulfilled by the **purchaser**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) a method for using a computer network;

(b) and a computer program.

USE - Used in web-based technology management system.

ADVANTAGE - Provides high-speed and global service which efficiently and effectively deliver qualified prospective purchasers or licensees to the owner. Allows owners to interest, retain and encourage a qualified prospect to progress through successive restricting levels and to fulfill demands of owner of the intellectual property.

DESCRIPTION OF DRAWING(S) - The figure shows a flow diagram of the operation of a computer network.

pp; 13 DwgNo 2/2

Title Terms: COMPUTER; NETWORK; WIRELESS; WEB; OPEN; NETWORK; WEB; BASED; TECHNOLOGY; MANAGEMENT; SYSTEM; PURCHASE; OPTION; ENTER; CONTRACT; PROPERTIES; DEMAND

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

18/5/18 (Item 10 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013972791 **Image available**

WPI Acc No: 2001-457004/200149

XRFX Acc No: N01-338725

Strategic Internet initiatives prioritizing method in traditional business establishments, involves defining strategy and accordingly developing and deploying plan for strategy implementation

Patent Assignee: IXL ENTERPRISES (IXLI-N)

Inventor: SHARMAR P

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200116836	A1	20010308	WO 2000US23567	A	20000828	200149 B
AU 200070810	A	20010326	AU 200070810	A	20000828	200149

Priority Applications (No Type Date): US 99150976 P 19990827

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200116836 A1 E 33 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200070810 A G06F-017/60 Based on patent WO 200116836

Abstract (Basic): WO 200116836 A1

NOVELTY - Initiatives within the organization are identified and information regarding each initiative is gathered. A strategy is defined based on gathered information and specifications are defined relatively. A plan for implementation of the strategy is then developed and deployed.

DETAILED DESCRIPTION - The information regarding initiatives has business requirements, corporate culture, **sale** 's goals entities, **related** projects and **competitors** of the entity. The benefits of strategy, deliverables for strategy and accessing initial risk

associated with strategy are defined along with defining of strategy. During specification designing, detailed process flowchart is generated, user schematic desk and interactive design specifications are created, associated risks are analyzed and final performance measurement is defined.

USE - For prioritizing strategic Internet and non-Internet initiatives for traditional business establishments in companies.

ADVANTAGE - Enables determining which initiative is to pursue immediately and to wait to pursue and to reject completely by evaluating initiative effectively.

DESCRIPTION OF DRAWING(S) - The figure shows illustrative steps of strategic initiative prioritizing process.

pp; 33 DwgNo 1/4

Title Terms: STRATEGY; METHOD; TRADITIONAL; BUSINESS; ESTABLISH; DEFINE;

STRATEGY; ACCORD; DEVELOP; DEPLOY; PLAN; STRATEGY; IMPLEMENT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

18/5/19 (Item 11 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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012360850 **Image available**

WPI Acc No: 1999-166957/199914

XRPX Acc No: N99-121669

Automated retail pricing system for assisting buyer

Patent Assignee: AMERICAN TV & APPLIANCE MADISON INC (AMTV-N)

Inventor: LENERZ H J; REUHL D G; VOSEN L J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5873069	A	19990216	US 95542917	A	19951013	199914 B

Priority Applications (No Type Date): US 95542917 A 19951013

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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US 5873069	A		86	G06F-017/60	
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Abstract (Basic): US 5873069 A

NOVELTY - The active price and competitor's price are compared and selected product is re-priced, according to predetermined rule. The new active price is stored in database. The comparative product price set include updated active price, competitor, competitor's name, competitor's store location, competitor's price and date that competitor's store was last shopped.

DETAILED DESCRIPTION - A database stores product data, product identification number, active price and market code. A computer inputs competitor's prices for products and price change frequency pattern, into database. The active and competitor prices for selected products are searched from the database and expired prices are deleted. A monitor displays comparative product price set to buyer at a point of sale. An INDEPENDENT CLAIM is included for pricing information maintaining, modifying and providing apparatus.

USE - For managing complex pricing standards for goods and assisting buyer in comparing competitor's prices.

ADVANTAGE - The system is sensitive to competitive market price changes. Permits and tracks price exceptions, financing terms and premium offers associated with product price and sale price.

DESCRIPTION OF DRAWING(S) - The figure shows competitor's price information screen.

pp; 86 DwgNo 8/36

Title Terms: AUTOMATIC; RETAIL; PRICE; SYSTEM; ASSIST; BUY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

18/5/20 (Item 12 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011752460 **Image available**

WPI Acc No: 1998-169370/199815

XRPX Acc No: N98-134420

Stored value credit card or electronic payment chips mediation for vendors and sellers - recording credit on accounting system and registering credit uses in vendor registers and transferring between these

Patent Assignee: LEIRFALL L (LEIR-I); OSTERHOLT K L (OSTE-I); SIGBJORNSEN S (SIGB-I)

Inventor: LEIRFALL L; OSTERHOLT K L; SIGBJORNSEN S

Number of Countries: 078 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9808175	A1	19980226	WO 97NO208	A	19970819	199815 B
NO 9603456	A	19980223	NO 963456	A	19960820	199818
AU 9740349	A	19980306	AU 9740349	A	19970819	199830

Priority Applications (No Type Date): NO 963456 A 19960820

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 9808175	A1	E	13	G06F-017/60	
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Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH HU IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZW

Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GH GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

AU 9740349	A	G06F-017/60	Based on patent WO 9808175
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NO 9603456	A	G07F-007/08	
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Abstract (Basic): WO 9808175 A

The stored value card system has smart cards containing an amount of credit and an identification of the card's fund holding system. Users add value to the card at vending machines (A,B) which can represent **different card suppliers**. The value added to the card is recorded in an account (AIK,BIK) **relating** to the card vendor. The card is then used to **purchase** goods or services, e.g. parking fees (P). The fee value is removed from the card and also recorded in a register (R) relating to the service provider.

Immediately on-line, or by later transaction, the register values are transferred from the relevant card supplier account to the account of the service provider.

ADVANTAGE - Allows cards from different suppliers to be used as payment for services at unrelated providers.

Dwg.1/2

Title Terms: STORAGE; VALUE; CREDIT; CARD; ELECTRONIC; PAY; CHIP; VENDING; RECORD; CREDIT; ACCOUNT; SYSTEM; REGISTER; CREDIT; VENDING; REGISTER; TRANSFER

Derwent Class: T05

International Patent Class (Main): **G06F-017/60** ; G07F-007/08

International Patent Class (Additional): G06F-157/00; G06F-157-00;

G07G-001/14

File Segment: EPI

18/5/21 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011074785 **Image available**

WPI Acc No: 1997-052709/199705

XRPX Acc No: N97-043200

Software program demonstration system e.g. for potential purchaser -

receives software programs and locks against duplication, with programs executed while remaining locked and selectively disabled from sampling

Patent Assignee: DIGITAL RIVER INC (DIGI-N)

Inventor: RONNING J A

Number of Countries: 072 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9641449	A1	19961219	WO 96US9916	A	19960607	199705 B
AU 9662697	A	19961230	AU 9662697	A	19960607	199716
EP 870381	A1	19981014	EP 96921480	A	19960607	199845
			WO 96US9916	A	19960607	
US 5907617	A	19990525	US 95488195	A	19950607	199928
			US 97892306	A	19970714	

Priority Applications (No Type Date): US 95488195 A 19950607; US 97892306 A 19970714

Cited Patents: US 3990710; US 4446519; US 4465901; US 4490810; US 4654799; US 4658093; US 4740890; US 4787050; US 4796220; US 4827508; US 5010571; US 5014234; US 5109413; US 5166886; US 5237157; US 5327563; US 5341429; US 5355302; US 5388211; US 5495411; US 5509070; US 5530865

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9641449	A1	E	89	H04L-009/00	
Designated States (National): AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IL IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG UZ VN					
Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG					
AU 9662697	A			H04L-009/00	Based on patent WO 9641449
EP 870381	A1	E		H04L-009/00	Based on patent WO 9641449
Designated States (Regional): AT BE CH DE DK ES FR GB IE IT LI NL SE					
US 5907617	A			H04L-009/00	Cont of application US 95488195

Abstract (Basic): WO 9641449 A

The demonstration system receives several software programs for demonstration, and keeps them locked to prevent unauthorised duplication. A sampling mechanism allows the programs to be executed by a user while remaining in a locked state.

The programs can be selectively disabled from being sampled. A monitoring mechanism generates a code that identifies a particular software program which contains information relating to sampling of a particular software program by a user.

USE/ADVANTAGE - Gathering data **related** to usage of software programs sampled by potential **purchaser** or **other user** of program. Gathers **marketing** information **related** to software program demonstrations while preventing duplication of software.

Dwg.1/22

Title Terms: SOFTWARE; PROGRAM; DEMONSTRATE; SYSTEM; POTENTIAL; PURCHASE; RECEIVE; SOFTWARE; PROGRAM; LOCK; DUPLICATE; PROGRAM; EXECUTE; REMAINING; LOCK; SELECT; DISABLE; SAMPLE

Derwent Class: T01

International Patent Class (Main): H04L-009/00

International Patent Class (Additional): G06F-009/00; G06F-015/00;

G06F-017/60 ; H04K-001/00

File Segment: EPI

18/5/22 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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010879036 **Image available**

WPI Acc No: 1996-375987/199638

XRPX Acc No: N96-316590

Automatic settlement-of-accounts appts. for self-service canteen - has resonant tag reader that determines if code read is user code or prods. code based on frequency resonated and assigned to resonant tag

Patent Assignee: TOKYO ELECTRIC CO LTD (TODK)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 8180099	A	19960712	JP 94318708	A	19941221	199638 B

Priority Applications (No Type Date): JP 94318708 A 19941221

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 8180099	A		12	G06F-017/60	

Abstract (Basic): JP 8180099 A

The appts. has a resonant tag reader (13) that determines if a code read is a user code of a resonant tag (10a) bonded on identification card (11a), or a prods. code of resonant tags (9a-9e) bonded on a tableware (7a-7e). The resonant tag reader detects a frequency that was resonated and assigned to the resonant tag.

A data needed for settling the accounts of the user is read from the user file in case the code read is the **user** code. **Otherwise**, the data that **relates** to the prod. **sale** is read from the prods. file. The total amt. of money for one transaction is computed based on the data that relates to the sale of each prod.

ADVANTAGE - Reduces installation expense. Shortens settlement-of-accounts process without cash payment. Provides convenience to user.

Dwg.1/10

Title Terms: AUTOMATIC; SETTLE; ACCOUNT; APPARATUS; SELF; SERVICE; CANTEEN; RESONANCE; TAG; READ; DETERMINE; CODE; READ; USER; CODE; PRODUCT; CODE; BASED; FREQUENCY; RESONANCE; ASSIGN; RESONANCE; TAG

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

18/5/23 (Item 15 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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010704090 **Image available**

WPI Acc No: 1996-201045/199620

Related WPI Acc No: 1999-180309

XRPX Acc No: N96-168662

Automatic accounting system provision for individual or business - establishing one or more files for individual or business and providing several data inputs to file, with access for agents to perform one or more activities on file or files

Patent Assignee: BROWN G T (BROW-I)

Inventor: BROWN G T

Number of Countries: 021 Number of Patents: 006

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9610235	A1	19960404	WO 95US11289	A	19950907	199620 B
EP 789883	A1	19970820	EP 95931726	A	19950907	199738
			WO 95US11289	A	19950907	
CN 1220747	A	19990623	CN 95195365	A	19950907	199943
JP 2001503886	W	20010321	WO 95US11289	A	19950907	200122
			JP 96511783	A	19950907	
US 20020032625	A1	20020314	US 94313988	A	19940928	200222
			US 2001975457	A	20011011	
US 20020046058	A1	20020418	US 94313988	A	19940928	200228
			US 2001975458	A	20011011	

Priority Applications (No Type Date): US 94313988 A 19940928; US 2001975457

A 20011011; US 2001975458 A 20011011

Cited Patents: 1.Jnl.Ref; US 4376978; US 4727243; US 4953085; US 5126936;

US 5220501; US 5283829; US 5326959; US 5383113; US 5406475

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9610235	A1	E	24	G06F-157/00	

.
- Designated States (National): CA CN JP
Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT LU MC NL
PT SE
EP 789883 A1 E G06F-017/00 Based on patent WO 9610235
Designated States (Regional): CH DE FR GB LI
CN 1220747 A G06F-157/00
JP 2001503886 W 23 G06F-017/60 Based on patent WO 9610235
US 20020032625 A1 G06F-017/60 Cont of application US 94313988
US 20020046058 A1 G06F-017/60 Cont of application US 94313988

Abstract (Basic): WO 9610235 A

The method of providing an accounting system involves establishing one or more files for the individual or business, and providing several data inputs to the file (20 to 26). The data inputs include electronically recorded financial transactions made between the individual or business and other individuals or businesses.

Access is provided to the file for agents of the individual or business so that one of the agents can perform one or more activities selected from the group consisting of entering, deleting, reviewing, adjusting and processing (32) the data inputs. Information concerning the file or files can be entered into the individual or business file.

USE/ADVANTAGE - **Relates** to automated accounting systems. Provides users with method of automating accounting of all financial **transactions** made by **user** and **other** entities in network.

Dwg.1/4

Title Terms: AUTOMATIC; ACCOUNT; SYSTEM; PROVISION; INDIVIDUAL; BUSINESS; ESTABLISH; ONE; MORE; FILE; INDIVIDUAL; BUSINESS; DATA; INPUT; FILE; ACCESS; AGENT; PERFORMANCE; ONE; MORE; ACTIVE; FILE; FILE

Derwent Class: T01

International Patent Class (Main): G06F-017/00; **G06F-017/60** ; G06F-157/00

File Segment: EPI

13/5/1 (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
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05690771 **Image available**
TIME SERIES DATA PROCESSING METHOD

PUB. NO.: 09-305571 [JP 9305571 A]
PUBLISHED: November 28, 1997 (19971128)
INVENTOR(s): ASHIDA HITOSHI
MAEDA AKIRA
ITO YUKIYASU
APPLICANT(s): HITACHI LTD [000510] (A Japanese Company or Corporation), JP
(Japan)
APPL. NO.: 08-116004 [JP 96116004]
FILED: May 10, 1996 (19960510)
INTL CLASS: [6] G06F-017/00; G06F-017/60
JAPIO CLASS: 45.4 (INFORMATION PROCESSING -- Computer Applications)
JAPIO KEYWORD: R108 (INFORMATION PROCESSING -- Speech Recognition &
Synthesis)

ABSTRACT

PROBLEM TO BE SOLVED: To accelerate processing by reducing the number of combination of merchandise to define the relation of order by automatically determining the merchandise (service) vending order of a **customer** based on applied time series data.

SOLUTION: In the case of order relation definition processing 101, clustering processing is performed for classifying the merchandise into the plural groups of similar **customers** and concerning respective generated classes, the relation of order to purchase the respective articles is defined. In order relation definition processing 102, when the order relation of purchase of two articles is recognized from the counted number of events, the average value of time difference and the standard deviation are found and the **order relation** of merchandise in the respective classes is displayed. In **order relation** display processing 103, the drawing of **order relation** between the merchandise designated by a **user** and the **other** merchandise in the same class is prepared and graphically displayed. In this case, when any one merchandise is designated, the **order relation** with the other merchandise in the same class is uniquely **determined** by referring to an **order relation** definition table generated by the processing 102.

13/5/2 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014613470 **Image available**
WPI Acc No: 2002-434174/200246
XRPX Acc No: N02-341687

Management information management method for commercial transaction device, involves selecting action according to supplied condition information corresponding to condition of each device

Patent Assignee: FUJITSU LTD (FUJIT); NIHIRA K (NIHI-I)

Inventor: NIHIRA K

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020038232	A1	20020328	US 2001817256	A	20010327	200246 B
JP 2002109211	A	20020412	JP 2000297132	A	20000928	200246

Priority Applications (No Type Date): JP 2000297132 A 20000928

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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US 20020038232	A1		24	G06F-017/60	
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JP 2002109211	A		20	G06F-017/60	
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Abstract (Basic): US 20020038232 A1

NOVELTY - Each of several actions corresponding to a condition of each **customer** device is created and registered, based on registered management information to operate the device. An action is selected according to supplied condition information corresponding to the condition of each device and accordingly action is performed.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Management information management device;
- (b) Recorded medium storing management program;
- (c) Management system

USE - For collective management of management information **related** to various commercial **transaction** devices e.g. ATM utilized by security **companies** and **other** financial **transaction companies**.

ADVANTAGE - Avoids manual intervention thereby accurate information transmission without any loss is enabled.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the management process.

pp; 24 DwgNo 2/14

Title Terms: MANAGEMENT; INFORMATION; MANAGEMENT; METHOD; COMMERCIAL; TRANSACTION; DEVICE; SELECT; ACTION; ACCORD; SUPPLY; CONDITION; INFORMATION; CORRESPOND; CONDITION; DEVICE

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G07D-009/00

File Segment: EPI

13/5/3 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014605281 **Image available**

WPI Acc No: 2002-425985/200245

XRPX Acc No: N02-334978

Electronic offer management system routes information related to each offer to point-of-sale system of each store and clears offers redeemed by customer

Patent Assignee: EFFICIENT MARKET SERVICES INC (EFFI-N); PROFICIO PARTNERS LLC (PROF-N)

Inventor: BARON P H; HALFMAN T E; LEVY W H; ROCK B M; SMITH M S

Number of Countries: 097 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200225553	A2	20020328	WO 2001US29428	A	20010920	200245 B

Priority Applications (No Type Date): US 2000665790 A 20000920

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200225553	A2	E	59	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

Abstract (Basic): WO 200225553 A2

NOVELTY - A receiver receives information related to offers distributed by **different** offer **distributors** (14,16,18,20). A router automatically routes the information **related** to each offer to a point-of- **sale** system of each store (28) in which the offer is redeemed. A clearing unit automatically clears the offers redeemed by the **customers** (15) at the stores.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Method of electronic management of offer transactions;
- (b) Electronic network for managing offer transactions

USE - For electronically managing offers such as temporary price reduction, in-store display, manufacturer sponsored coupon offer, advertisement and frequent **shopper** discount distributed by offer distributors to **customers** through media such as direct mail, printer, displays at register, Sunday coupon inserts, magazines, etc.

ADVANTAGE - The offers distributed by offer distributors are automatically cleared and settled after redemption process, thus the electronic audit of the entire offer transaction and dynamic profiling of **customers** are efficiently enabled through which offer targeting is improved with less time consuming and inexpensive system.

DESCRIPTION OF DRAWING(S) - The figure shows the flow of information in an electronic offer management system.

Offer distributors (14,16,18,20)

Customers (15)

Store (28)

pp; 59 DwgNo 1/3

Title Terms: ELECTRONIC; OFFER; MANAGEMENT; SYSTEM; ROUTE; INFORMATION;
RELATED; OFFER; POINT; SALE; SYSTEM; STORAGE; CLEAR; OFFER; **CUSTOMER**

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/4 (Item 3 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014584397 **Image available**

WPI Acc No: 2002-405101/200243

XRPX Acc No: N02-318014

Event attribute management method for managing and analyzing business information, involves creating query to database based upon graph created using nodes and edges of event

Patent Assignee: CHEN L (CHEN-I); METAEDGE CORP (META-N)

Inventor: CHEN L

Number of Countries: 096 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200227528	A1	20020404	WO 2001US29801	A	20010924	200243 B
US 20020059183	A1	20020516	US 2000235373	P	20000925	200243
			US 2000235390	P	20000925	
			US 2001309214	P	20010731	
			US 2001309633	P	20010801	
			US 2001963145	A	20010924	
US 20020038230	A1	20020328	US 2000235373	P	20000925	200243
			US 2000235390	P	20000925	
			US 2001309214	P	20010731	
			US 2001309633	P	20010801	
			US 2001963062	A	20010924	

Priority Applications (No Type Date): US 2001963145 A 20010924; US 2000235373 P 20000925; US 2000235390 P 20000925; US 2001309214 P 20010731; US 2001309633 P 20010801; US 2001963062 A 20010924

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200227528 A1 E 104 G06F-017/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

US 20020059183 A1 G06F-017/30 Provisional application US 2000235373

Provisional application US 2000235390

Provisional application US 2001309214

Provisional application US 2001309633

US 20020038230 A1 G06F-017/60 Provisional application US 2000235373

Provisional application US 2000235390
Provisional application US 2001309214
Provisional application US 2001309633

Abstract (Basic): WO 200227528 A1

NOVELTY - An information indicating several events is input, and attributes as input for each event. A node is displayed for each event and an edge among several edges, is displayed for two events among the several events, thus forming a graph. A query to a database is created based on the graph.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Data management system;
- (b) Information management apparatus

USE - For providing decision support for business and marketing professionals, for managing and analyzing information.

ADVANTAGE - Provides the business decision maker with valuable insights into the **customers** perception of an enterprise's product or service in the **market** place. Provides techniques for managing and **analyzing** business information. Enables business and **other** non-technical **users** with enhanced understanding of information and greater capabilities to manipulate relationship between various data entities in database.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of decision support system.

pp; 104 DwgNo 1/17

Title Terms: EVENT; ATTRIBUTE; MANAGEMENT; METHOD; MANAGE; BUSINESS; INFORMATION; QUERY; DATABASE; BASED; GRAPH; NODE; EDGE; EVENT

Derwent Class: T01

International Patent Class (Main): G06F-017/00; G06F-017/30; G06F-017/60

International Patent Class (Additional): G06F-013/00; G06F-015/18

File Segment: EPI

13/5/5 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014402309 **Image available**

WPI Acc No: 2002-223012/200228

Method for researching and operating mock stock exchanging system

Patent Assignee: JOATECH CO LTD (JOAT-N)

Inventor: MO H J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001096745	A	20011108	KR 200019622	A	20000414	200228 B

Priority Applications (No Type Date): KR 200019622 A 20000414

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001096745	A		1	G06F-017/60	

Abstract (Basic): KR 2001096745 A

NOVELTY - A method for researching and operating mock stock exchanging system is provided to invite a public participation of a TV program in stocks for evaluating a broadcasting program in real time.

DETAILED DESCRIPTION - A web server(20) makes a **personal** TV program as one listed stock. A **member** (10) joins to a web server and participates in a mock stock exchange and all sorts of research related activities(2) using cyber money(1) received at joining to the web server. A database server(30) analyzes and processes data evaluated by a price and an account of the mock stock in accordance with a mock stock exchanging amount being generated in the web server(20) and data created through a response(6) to all sorts of researches in real time, and transmits data processed in accordance with requesting contents of data when a broadcasting related **company** or **other** broadcasting

program requests the data(7). A shopping mall(40) deals with only broadcasting **related** commodities, and discounts(6) a **purchase** cost using cyber money(5) generated in a stock exchanging in a web site(4) when the **member** buys a commodity.

pp; 1 DwgNo 1/10

Title Terms: METHOD; RESEARCH; OPERATE; MOCK; STOCK; EXCHANGE; SYSTEM

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/6 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014383039 **Image available**

WPI Acc No: 2002-203742/200226

Computer network system for purchasing commodity and requesting purchase and automatically responding method for commercial transaction

Patent Assignee: LEE H W (LEE-H-I)

Inventor: LEE H W

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001095948	A	20011107	KR 200019440	A	20000414	200226 B

Priority Applications (No Type Date): KR 200019440 A 20000414

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001095948	A		1	G06F-017/60	

Abstract (Basic): KR 2001095948 A

NOVELTY - A computer network system for purchasing a commodity and requesting a purchase and an automatically responding method for the commercial transaction are provided to enable a user to request an estimate of a commodity and to buy the commodity by providing commodity information and providing company information to the user through the Internet.

DETAILED DESCRIPTION - A server(40) is connected to a computer network(48) and stores commodity information, a **consumer** information, and supplier information. The first **client** (10) connects to the computer network(48) and provides the commodity information. The second **client** (20) connects to the computer network(48) and provides the **consumer** information and obtains the commodity information and the supplier information from the server(40). If at least one commodity information is selected out of the commodity information from the second **client** (20), the server(40) outputs a supplier list out of the supplier information automatically. If at least one supplier is selected out of the supplier list from the second **client** (20), the server(40) transmits estimate requesting information of the selected commodity to the selected supplier automatically. The server(40) automatically transmits **estimate** information received from the **supplier** to the **second client** (20), thus a commercial **transaction** is achieved between the first **client** (10) and the second **client** (20).

pp; 1 DwgNo 1/10

Title Terms: COMPUTER; NETWORK; SYSTEM; PURCHASE; COMMODITY; REQUEST;

PURCHASE; AUTOMATIC; RESPOND; METHOD; COMMERCIAL; TRANSACTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/7 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014375329 **Image available**

WPI Acc No: 2002-196032/200225

XRFX Acc No: N02-148887

Networked system for acquiring and disseminating information related to goods/services, creates and uses a database of information that can be queried by the consumer and other retailers

Patent Assignee: ZIPANDSHOP LLC (ZIPA-N)

Inventor: GRDINA J M

Number of Countries: 092 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200211012	A2	20020207	WO 2000US21697	A	20000809	200225 B
AU 200065319	A	20020213	AU 200065319	A	20000809	200238

Priority Applications (No Type Date): US 2000630514 A 20000802

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200211012 A2 E 44 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200065319 A G06F-017/60 Based on patent WO 200211012

Abstract (Basic): WO 200211012 A2

NOVELTY - The networked system provides access for **consumers** using input/output system (10) and vendors using interactive voice system (24) to a variety of databases (19,21) that provide information for facilitating the **sale** of commodity-like goods and/or services and information **relating** to **consumers** and **competitors** of a retailer of the goods and/or services.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) A method for generating a database relating to goods/services sold via retail outlets; (A method of providing a guaranteed price in the sale of goods/services.

USE - For facilitating the sale of retail goods and/or services that are not easily or readily delivered to the **consumer** , or where the prices of such goods and/or services are not readily determined except at the retail outlet, e.g. goods and services such as gasoline, diesel fuel and vehicle service or repair.

ADVANTAGE - The networked system enables a user to easily determine the current price of commodity-like goods and/or services among various competitors, saving the time and effort of visiting each retail outlet individually. A commercial **consumer** using the system may be able to lock into goods and/or services, such as fuel, at a specific price that provides significant cost saving when a purchase is made on a fleet basis. The system also enables a retailer to easily monitor the competition and provide a **consumer** with information concerning additional goods and/or services provide at an outlet.

DESCRIPTION OF DRAWING(S) - The figure is a schematic illustration of a networked system for acquiring and disseminating information related to goods/services.

Input/output device ((19,21) Databases ((24) Interactive voice response system. (10)

pp; 44 DwgNo 1/16

Title Terms: SYSTEM; ACQUIRE; DISSEMINATE; INFORMATION; RELATED; GOODS; SERVICE; DATABASE; INFORMATION; CAN; CONSUME

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/8 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014365465 **Image available**

WPI Acc No: 2002-186166/200224

Win-buy method

Patent Assignee: GO Y H (GOYH-I)

Inventor: GO Y H

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001093894	A	20011031	KR 200017213	A	20000401	200224 B

Priority Applications (No Type Date): KR 200017213 A 20000401

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001093894	A		1	G06F-017/60	

Abstract (Basic): KR 2001093894 A

NOVELTY - A win-buy method is provided to examine, change, and confirm seller and buy condition by performing a conference on a joint purchase system.

DETAILED DESCRIPTION - A **member** who **buys** a commodity, a **seller**, and **other related** ones perform a conference through internet on a joint **purchase**. A selection of seller and a condition of **purchase** are **determined** by the decision of majority on the conference.

pp; 1 DwgNo 1/10

Title Terms: WINNING; BUY; METHOD

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/9 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014348806 **Image available**

WPI Acc No: 2002-169509/200222

Simulation method for investing in stocks through the internet

Patent Assignee: NEOVISION CO LTD (NEOV-N)

Inventor: LEE C H

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001090299	A	20011018	KR 200015124	A	20000324	200222 B

Priority Applications (No Type Date): KR 200015124 A 20000324

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001090299	A		1	G06F-017/60	

Abstract (Basic): KR 2001090299 A

NOVELTY - A simulation method for investing in stocks through the internet is provided to arouse users' interest by respectively providing information on selling and purchasing to the users, and to enable the users to previously expect a stock price of the following day or after a determined time by using futures trading.

DETAILED DESCRIPTION - An operator constructs a simulation site for investment in stocks on the internet. The operator notifies users of the site through an advertisement and so on and collects user members(S1). In case that the users register members of the site, determined amount of cyber money is provided to the users(S2). In case that a user selects a movement to a space for stock information, the space receives the information from a stock information providing terminal which can provide the present information in real time and displays items(S3). Information and advertisements inputted from **member** company terminals of companies for selected items are displayed(S4). In case that the user selects an investment in stocks, the user moves to a space for investment in stocks and performs a purchasing and a selling order in the space(S5). In case that a purchasing or a selling order of another user is corresponded to the

order of the user, a contract is concluded(S6). In case that the user who agreed on a contract makes a request for covering(S7), the covering is performed according to the **order** of **another user** (S8). In case that a **determined** term passes(S9), information is provided from the terminal in real time(S10).

pp; 1 DwgNo 1/10

Title Terms: SIMULATE; METHOD; STOCK; THROUGH
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

13/5/10 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014345271 **Image available**

WPI Acc No: 2002-165974/200222

XRPX Acc No: N02-126734

Information exchange method for providing market impression on trail software product, involves limiting usage of trail software product by limiting software operation to network connected to environment

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)

Inventor: BOIES S J; DINKIN S; MOSKOWITZ P; YU P S

Number of Countries: 026 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1174814	A1	20020123	EP 2001306144	A	20010717	200222 B

Priority Applications (No Type Date): US 2000619627 A 20000719

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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EP 1174814	A1	E	14	G06F-017/60	
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

Abstract (Basic): EP 1174814 A1

NOVELTY - A trial software product which is stored in a central server portal (4), is transmitted through a **customer** in response to a request from the **customer**. The usage of the trial software product is controlled by limiting software operation to a network connected environment. The usage of the software product is tracked by obtaining a market impression from the **customer**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) Distributed data processing system;

(b) Computer program product for exchanging information

USE - For providing trail software products including game, utility, graphics, word processing to **customer**, and for providing market impressions on trail software to software vendors.

ADVANTAGE - Allows the developers to **evaluate** product features and their desirability to **clients**. Allows each vendor to view the result of **market** impressions taken from **competitor**'s products.

DESCRIPTION OF DRAWING(S) - The figure shows the distributed data processing system.

Server portal (4)

pp; 14 DwgNo 1/7

Title Terms: INFORMATION; EXCHANGE; METHOD; MARKET; IMPRESS; TRAILING;
SOFTWARE; PRODUCT; LIMIT; TRAILING; SOFTWARE; PRODUCT; LIMIT; SOFTWARE;
OPERATE; NETWORK; CONNECT; ENVIRONMENT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/11 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2002 Thomson Derwent. All rts. reserv.

014300701 **Image available**

WPI Acc No: 2002-121405/200216

XRPX Acc No: N02-091066

Electronic purchasing and product pick-up procedure in electronic business systems, involves computing purchase transaction after retrieving options from merchants for payment and product pick-up in preferred locations

Patent Assignee: DAVIS B R (DAVI-I)

Inventor: DAVIS B R

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20010049643	A1	20011206	US 2000188770	P	20000313	200216 B
			US 2001803787	A	20010312	

Priority Applications (No Type Date): US 2000188770 P 20000313; US 2001803787 A 20010312

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20010049643	A1		4	G06F-017/60	Provisional application US 2000188770

Abstract (Basic): US 20010049643 A1

NOVELTY - The particulars of pre-approved products offered by participating merchants to a merchant server network (10) are manipulated. A purchaser server network (13) is established for real time purchase information to the merchants allowed to edit specific particulars. A product pick-up network (12) is established and purchase transaction is completed after retrieving options from merchants for payment and product pick-up in preferred locality.

USE - For electronic purchase and pick-up of products by electronic or online business system like purchasing and delivery system that uses computers.

ADVANTAGE - Provides secure method of purchase confirmation through network in sequential order. Enables electronic purchasing system servers to gain potential **customers purchase** as well as to offer local product pick-up and permits a merchant to **compute** with **other merchants** to entice a potential **customer** to **buy** product or service at the merchants changeable terms and conditions.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram illustrating the flow of electronic information in server network.

Merchant server network (10)
Product pick-up network (12)
Purchaser server network (13)
Pick-up locations (14-21)
pp; 4 DwgNo 1/1

Title Terms: ELECTRONIC; PURCHASE; PRODUCT; PICK; UP; PROCEDURE; ELECTRONIC ; BUSINESS; SYSTEM; COMPUTATION; PURCHASE; TRANSACTION; AFTER; RETRIEVAL; OPTION; MERCHANT; PAY; PRODUCT; PICK; UP; PREFER; LOCATE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/12 (Item 11 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014205796 **Image available**

WPI Acc No: 2002-026493/200203

XRPX Acc No: N02-020423

Computer implemented goods marketing method involves evaluating identification of offer from other users contributing to offer price and correspondingly charging user's credit amount

Patent Assignee: SULLIVAN J T (SULL-I)

Inventor: SULLIVAN J T

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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WO 200186374 A2 20011115 WO 2000US20804 A 20000830 200203 B
AU 200068917 A 20011120 AU 200068917 A 20000830 200219

Priority Applications (No Type Date): US 2000565374 A 20000505

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200186374 A2 E 14 G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200068917 A G06F-000/00 Based on patent WO 200186374

Abstract (Basic): WO 200186374 A2

NOVELTY - A server (5) receives signals from **client** computers
(1-3) indicating acceptance of conditional offer containing a price.
The server also receives check signals from period of acceptance of
conditional offer to evaluate whether signals contain identification of
offer with respect to other users who contribute a portion of price and
correspondingly the user's credit amount is charged.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the
following:

(a) Computer server system;

(b) Computer program for storing goods marketing program

USE - For marketing of goods through Internet, world wide web.

ADVANTAGE - Purchase of goods and services are increased by the
marketing process which induces additional users to join purchase, so
that cost of goods or services is shared.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of
digital computer network.

Client computers (1-3)

Server (5)

pp; 14 DwgNo 1/2

Title Terms: COMPUTER; IMPLEMENT; GOODS; MARKET; METHOD; EVALUATE; IDENTIFY
; OFFER; USER; CONTRIBUTE; OFFER; PRICE; CORRESPOND; CHARGE; USER; CREDIT
; AMOUNT

Derwent Class: T01

International Patent Class (Main): G06F-000/00

File Segment: EPI

13/5/13 (Item 12 from file: 350)

DIALOG(R) File 350: Derwent WPIX

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014185550 **Image available**

WPI Acc No: 2002-006247/200201

XRPX Acc No: N02-005337

**Goods information providing system for on-line shopping, performs on-line
payment of purchased goods by notifying tag issue person 's code**

Patent Assignee: NEC CORP (NIDE)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001283027	A	20011012	JP 2000101334	A	20000331	200201 B

Priority Applications (No Type Date): JP 2000101334 A 20000331

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

JP 2001283027 A 55 G06F-017/60

Abstract (Basic): JP 2001283027 A

NOVELTY - The goods code and tag issue **person** 's code and input
for the **personal** of goods information by user through network. The
on-line payment of purchased goods are performed by notifying tag issue
person 's code.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Goods information providing method;
- (b) Center terminal;
- (c) Payment device;
- (d) Installation side device;
- (e) User terminal;
- (f) Recording medium storing goods information providing program

USE - For on-line shopping through internet.

ADVANTAGE - The user need not have the labor for selecting goods instead goods are **sold** by web service by keyword such as **comparison** of goods **sold** by **different sellers** on web are made and the user **purchase** goods of his interest.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of goods information providing system. (Drawing includes non-English language text).

pp; 55 DwgNo 1/54

Title Terms: GOODS; INFORMATION; SYSTEM; LINE; SHOPPING; PERFORMANCE; LINE;

PAY; PURCHASE; GOODS; NOTIFICATION; TAG; ISSUE; **PERSON** ; CODE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/14 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014106070 **Image available**

WPI Acc No: 2001-590282/200167

XRPX Acc No: N01-439686

Market research data mining by reading first and second group of data relating to category sets then forecasting based on intersection of category sets by using a wizwhy software method

Patent Assignee: NIELSEN CO A C (NIEL-N)

Inventor: CIBULSKIS P; KRISS M

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CA 2308650	A1	20010824	CA 2308650	A	20000517	200167 B

Priority Applications (No Type Date): US 2000512498 A 20000224

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
CA 2308650	A1	E	48	G06F-017/60	

Abstract (Basic): CA 2308650 A1

NOVELTY - First and second groups of input data are read from server at (22) and intersection between input data determined. intersection data are re-formatted at (24), compressed and organized by subset at (26) with assigned universal product code. The data mining software Wizwhy is then run on the data in each subsets with a default parameter N that specifies minimum sample size necessary for developing a scoring rule

DETAILED DESCRIPTION - Scoring rules entails scoring known data, ie known products in intersection data of subset which produces output that includes predicted category and conclusive probability for each UPC in **client** data

USE - For market research data for a product buyer

ADVANTAGE - Supplier can accurately **compare** their **sales** with **competitor** by product category

DESCRIPTION OF DRAWING(S) - The flow diagram shows a program that may be executed by a computing system

data input (22)

data reform (24)

subset (26)

pp; 48 DwgNo 2a/5

Title Terms: MARKET; RESEARCH; DATA; MINE; READ; FIRST; SECOND; GROUP; DATA

; RELATED; CATEGORY; SET; FORECAST; BASED; INTERSECT; CATEGORY; SET;
SOFTWARE; METHOD
Derwent Class: T01; T04
International Patent Class (Main): G06F-017/60
File Segment: EPI

13/5/15 (Item 14 from file: 350)

DIALOG(R) File 350: Derwent WPIX
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014045943 **Image available**
WPI Acc No: 2001-530156/200158
XRPX Acc No: N01-393521

Product specific information manipulation method involves providing aggregated product specific information received from storage device of anonymous user to product supplier

Patent Assignee: NEOMEDIA TECHNOLOGIES INC (NEOM-N); MILLER G P (MILL-I);
MILLER M (MILL-I)

Inventor: MILLER G P; MILLER M; MILLER M R

Number of Countries: 094 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200165458	A1	20010907	WO 2001US6828	A	20010301	200158 B
AU 200143393	A	20010912	AU 200143393	A	20010301	200204
US 20020072970	A1	20020613	US 2000185963	P	20000301	200243
			US 2001795919	A	20010227	

Priority Applications (No Type Date): US 2000185963 P 20000301; US
2001795919 A 20010227

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200165458	A1	E	44	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200143393	A	G06F-017/60	Based on patent WO 200165458
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US 20020072970	A1	G06F-017/60	Provisional application US 2000185963
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Abstract (Basic): WO 200165458 A1

NOVELTY - The product specific information stored in a storage device of an anonymous user is received and aggregated. The aggregated information is provided to a product supplier.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for product specific information manipulating system.

USE - For manipulating product specific information for facilitating transaction between user and supplier such as **retailer**, **manufacturer** and **other suppliers** of product for product **sales** improvement, providing information **related** to special offer, offer expiration date, special incentives and special tracking number. Also for specific information manipulation in traffic flow simulation, electrical circuit designing, economics model preparation, air-traffic control system, inventory control, geometrical measurement, etc and ceramic piston engine designing, etc.

ADVANTAGE - Allows supplier of the product to view into the **consumer** 's database to verify **consumer** 's interest thereby improving sales.

DESCRIPTION OF DRAWING(S) - The figure shows the process flow explaining product specific information aggregation.

pp; 44 DwgNo 3/5

Title Terms: PRODUCT; SPECIFIC; INFORMATION; MANIPULATE; METHOD; AGGREGATE;
PRODUCT; SPECIFIC; INFORMATION; RECEIVE; STORAGE; DEVICE; USER; PRODUCT;
SUPPLY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/16 (Item 15 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014032178 **Image available**
WPI Acc No: 2001-516391/200157
XRPX Acc No: N01-382603

Client -centric electronic commerce transaction execution method
involves selecting conditions associated with each item to indicate
desire to purchase goods from one merchant, when transaction with other
is canceled

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC); IBM CORP (IBMC)

Inventor: DEMSKY S H; DUTTA R

Number of Countries: 030 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1128305	A2	20010829	EP 2001301265	A	20010214	200157 B
AU 200072279	A	20010830	AU 200072279	A	20001214	200161
CA 2337783	A1	20010824	CA 2337783	A	20010215	200162
JP 2001243374	A	20010907	JP 200143413	A	20010220	200166
CN 1310425	A	20010829	CN 2001102893	A	20010222	200176

Priority Applications (No Type Date): US 2000513818 A 20000224

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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EP 1128305	A2	E	17	G06F-017/60	
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

AU 200072279	A			G06F-017/60	
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CA 2337783	A1	E		G06F-017/60	
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JP 2001243374	A		16	G06F-017/60	
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CN 1310425	A			G06F-017/60	
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Abstract (Basic): EP 1128305 A2

NOVELTY - A separate representation for each item is displayed corresponding to the transaction with several merchants. A condition associated with each item is selected to indicate a desire to purchase one item from a merchant, when the previous transaction with another merchant is canceled.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) **Client** computer system for performing e-commerce transaction;

(b) Program for executing e-commerce transaction

USE - **Client** -centric electronic commerce transaction execution method.

ADVANTAGE - Enhances psychological aspects of shopping for **shopper** by allowing a **shopper** to take control of shopping operation. Enables to **transact** with several merchants simultaneously instead of a discrete **transaction**. Enables performing price and product **comparisons** easily. Enables bargaining across **different merchants**.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of e-commerce transaction system.

pp; 17 DwgNo 1/7

Title Terms: **CLIENT**; CENTRE; ELECTRONIC; TRANSACTION; EXECUTE; METHOD;

SELECT; CONDITION; ASSOCIATE; ITEM; INDICATE; PURCHASE; GOODS; ONE;

MERCHANT; TRANSACTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-015/163; H04L-012/16

File Segment: EPI

13/5/17 (Item 16 from file: 350)

DIALOG(R) File 350:Derwent WPIX
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013956948 **Image available**
WPI Acc No: 2001-441162/200147
XRPX Acc No: N01-326397

Automatic offer comparative shopping system in Internet, has comparison shopping server which delivers comparative sales offer information of on-line and competitor shops products to client via Internet server

Patent Assignee: DEALTIME.COM (DEAL-N); JANZ C (JANZ-I); MUNCHHOFF C (MUNC-I); MUENCHHOFF C (MUEN-I)

Inventor: JANZ C; MUENCHHOFF C

Number of Countries: 091 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200122255	A2	20010329	WO 2000IB1437	A	20000915	200147 B
AU 200075484	A	20010424	AU 200075484	A	20000915	200147

Priority Applications (No Type Date): US 99473499 A 19991228; US 99154626 P 19990917

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200122255	A2	E	100	G06F-017/00	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200075484	A			G06F-017/00	Based on patent WO 200122255
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Abstract (Basic): WO 200122255 A2

NOVELTY - A **client** (102) receives sales offer information for a product in on-line shop (104) via network browser (101) and delivers to server (106). The **comparison** shopping server delivers **comparative sales** offer information to **client** by **comparing** on-line shop **sales** offer information with **competitor** shop information from **competitors** (108,110). The **client** delivers **sales** offer information along with on-line shop information to the network browser based on **compared sales** information.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Comparative sales offer delivering apparatus;
- (b) Potential purchaser comparative shopping information providing apparatus;
- (c) Comparative shopping information delivering apparatus;
- (d) On-line comparison shopping system;
- (e) Shopping information comparison program for server and **client**;
- (f) Comparative shopping information providing method;
- (g) Network user shopping method

USE - For offering shopping system in internet by comparing offers from competing vendors.

ADVANTAGE - By using comparison shopping server, the user is informed about offers for the same product from competitors of the currently browsed on-line shop and the user is allowed to compare prices as well as **customer** service attributes such as shipping options and the corresponding delivery period to ascertain addition charges associated with an offer for the given product. The user need not leave the currently browsed on-line shop. Thus need for searching and identifying the product again at comparison shopping website is avoided and the user is allowed to perform comparison shopping process with only a few mouse clicks within few seconds.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram showing communication between the user's browser, comparison shopping **client**, comparison shopping server, on-line shop and competitors of on-line shops.

Network browser (101)
Client (102)
On-line shop (104)
Server (106)
Competitors (108,110)
pp; 100 DwgNo 1/13
Title Terms: AUTOMATIC; OFFER; COMPARE; SHOPPING; SYSTEM; COMPARE; SHOPPING
; SERVE; DELIVER; COMPARE; SALE; OFFER; INFORMATION; LINE; COMPETE; SHOP;
PRODUCT; **CLIENT** ; SERVE
Derwent Class: T01
International Patent Class (Main): G06F-017/00
File Segment: EPI

13/5/18 (Item 17 from file: 350)
DIALOG(R) File 350:Derwent WPIX
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013946468 **Image available**
WPI Acc No: 2001-430681/200146

Apparatus and method for recognizing fingerprint in bank transaction system

Patent Assignee: CHUNGHO COMPUTER CO LTD (CHUN-N)
Inventor: PARK G Y
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001001363	A	20010105	KR 9920517	A	19990603	200146 B

Priority Applications (No Type Date): KR 9920517 A 19990603

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001001363	A		1	G06K-009/00	

Abstract (Basic): KR 2001001363 A

NOVELTY - An apparatus and method for recognizing a fingerprint in a bank transaction system is provided to detect a wanted criminal who uses the bank transaction system by storing the fingerprint of the wanted criminal in a memory and provide a special service to a VIP **customer** of the bank by storing fingerprints of the VIP **customer** .

DETAILED DESCRIPTION - A bank transaction system having a display(140) includes a first storage part(170), a fingerprint recognition part(150), a characteristic detection part(160), a second storage part(190), and a controller(130). The first storage part stores many fingerprints of many wanted criminal and VIP **customer** of the bank. The fingerprint recognition part recognizes a fingerprint of the user if the user inputs his fingerprint. The characteristic detection part detects a characteristic of the user fingerprint. The second storage part stores a detected user characteristic through the characteristic detection part. A controller of a fingerprint recognition apparatus for the bank transaction system displays a fingerprint input command on the display, compares the characteristic stored in the first storage part with a user fingerprint characteristic of the characteristic detection part, and **determines** whether both fingerprints are identical to each other, and performs a bank **transaction** processing according to the result. A controller stores all fingerprints of all **users** in the **second** storage part and provides VIP service to VIP **customer** of the bank by detecting the fingerprint of the VIP **customer** .

pp; 1 DwgNo 1/10

Title Terms: APPARATUS; METHOD; FINGERPRINT; BANK; TRANSACTION; SYSTEM
Derwent Class: T04
International Patent Class (Main): G06K-009/00
File Segment: EPI

13/5/19 (Item 18 from file: 350)
DIALOG(R) File 350:Derwent WPIX

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013918508 **Image available**

WPI Acc No: 2001-402721/200143

XRPX Acc No: N01-297226

Networked information management system in offices, has operating terminals to acquire primary and secondary information, arranged per order from computer through LAN

Patent Assignee: HITACHI CONSTR MACHINERY CO LTD (HITT)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001125902	A	20010511	JP 99301571	A	19991022	200143 B

Priority Applications (No Type Date): JP 99301571 A 19991022

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001125902	A		9 G06F-017/30	

Abstract (Basic): JP 2001125902 A

NOVELTY - Operating terminals (3,5,8,9) are connected to internet (6) through the LANs (1,7). A computer (2) for management is connected to the LAN (1) to perform single element management of primary information and associated response secondary information. Each terminal acquires the primary and secondary information, arranged per order from the computer through LAN.

DETAILED DESCRIPTION - The LAN is connected to research section gate terminal (4). The primary information is the information raised from the **customer related** to novel development matter and matter **related** to existing goods, **market** trend, **other company** trend and government-and-municipal offices trend. The secondary information is the opinion or reply information in response to the primary information.

USE - For management of networked information such as electronic mail, electronic notice version and electronic conference in offices.

ADVANTAGE - Improves service efficiency with respect to operating assistance and enables the product development quickly based on **customer** demand.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of information management system. (Drawing includes non-English language text).

LANs (1,7)

Computer (2)

Operating terminals (3,5,8,9)

Gate terminal (4)

Internet (6)

pp; 9 DwgNo 1/6

Title Terms: INFORMATION; MANAGEMENT; SYSTEM; OFFICE; OPERATE; TERMINAL; ACQUIRE; PRIMARY; SECONDARY; INFORMATION; ARRANGE; PER; ORDER; COMPUTER; THROUGH; LAN

Derwent Class: T01

International Patent Class (Main): G06F-017/30

International Patent Class (Additional): G06F-013/00; G06F-017/60

File Segment: EPI

13/5/20 (Item 19 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013913209 **Image available**

WPI Acc No: 2001-397422/200142

XRPX Acc No: N01-292898

Contract negotiation method in bandwidth market environment, involves identifying unused bandwidth of predefined user and receiving request for bandwidth on network from other user

Patent Assignee: ANDERSEN CONSULTING LLP (ANDE-N)

Inventor: SOCHER L

Number of Countries: 086 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200117183	A1	20010308	WO 2000US24324	A	20000831	200142 B
AU 200071133	A	20010326	AU 200071133	A	20000831	200142

Priority Applications (No Type Date): US 99387167 A 19990831

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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WO 200117183	A1	E 107	H04L-012/56	
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Designated States (National): AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH
CN CU CZ DE DK DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200071133	A		H04L-012/56	Based on patent WO 200117183
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Abstract (Basic): WO 200117183 A1

NOVELTY - The amount of unused bandwidth of a user is identified after bandwidth allocation and request for bandwidth on the network is received from **other user** . By allowing a negotiation between users, **transaction** terms for reallocation of unused bandwidth from the users is **determined** . After accepting the **transaction** terms, the contract information **relating** to **transaction** terms is sent to the pair of users.

DETAILED DESCRIPTION - The contract information defines the amount of unused bandwidth, duration of use of unused bandwidth, a service level and a price. The contract information has contract identifier and has the step of sending the contract information to other **party** .

INDEPENDENT CLAIMS are also included for the following:

(a) Computer program;

(b) System for contract negotiation

USE - Used in communication or telephone networks such as public switched telephone network and integrated service digital network.

ADVANTAGE - Transaction fee is charged for allowing the negotiation between the users in the real time itself. Enables defining the amount of unused bandwidth, a duration of use of unused bandwidth, a service level and a price.

DESCRIPTION OF DRAWING(S) - The figure is a representation of a bandwidth market.

pp; 107 DwgNo 2/22

Title Terms: CONTRACT; NEGOTIATE; METHOD; BANDWIDTH; MARKET; ENVIRONMENT;
IDENTIFY; BANDWIDTH; PREDEFINED; USER; RECEIVE; REQUEST; BANDWIDTH;
NETWORK; USER

Derwent Class: T01; T05; W01

International Patent Class (Main): H04L-012/56

International Patent Class (Additional): H04L-012/14

File Segment: EPI

13/5/21 (Item 20 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013891830 **Image available**

WPI Acc No: 2001-376043/200140

XRAM Acc No: C01-115163

XRPX Acc No: N01-275109

Computerized health service, determines bio-informatic value related to individual genetically-associated risk, and carries out transactions accordingly

Patent Assignee: FERNANDEZ D S (FERN-I); FERNANDIS D S (FERN-I)

Inventor: FERNANDEZ D S

Number of Countries: 003 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 10054922	A1	20010531	DE 1054922	A	20001106	200140 B

JP 2001195367 A 20010719 JP 2000336405 A 20001102 200145
GB 2363874 A 20020109 GB 200026498 A 20001030 200211

Priority Applications (No Type Date): US 99435504 A 19991106

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
DE 10054922	A1		12	G06F-017/00	
JP 2001195367	A		43	G06F-015/00	
GB 2363874	A			G06F-017/60	

Abstract (Basic): DE 10054922 A1

NOVELTY - A bio-informatic value allocated to a user, is determined. A transaction is carried out with the user, in accordance with the bio-informatic value.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for corresponding safety/security network **client** equipment and for a suitable data structure, all in accordance with the foregoing procedure.

USE - A computerized health-related system, determining a bio-informatic value related to genetically-associated risks, which carries out transactions accordingly, for e.g. insurance or therapy.

ADVANTAGE - Bio-informatics is a meeting point, in the present case involving computers, genetics, prospective patients and a spectrum of health-related services. The disclosure seeks to associate these with remote users, i.e. possible patients, via a network, with a view to taking remedial measures. They are remedial in the sense of mitigating or offsetting a health risk, for which the probability of emergence is determined scientifically on a genetic basis.

DESCRIPTION OF DRAWING(S) - The diagram, which contains non-English text, shows the system network schematically. Further illustrations in the disclosure, show a transactional flow diagram, a functional block diagram of the user module, and a data structure with indications of masking, indexing and classification.

pp; 12 DwgNo 1a/2

Title Terms: HEALTH; SERVICE; DETERMINE; BIO; VALUE; RELATED; INDIVIDUAL; GENETIC; ASSOCIATE; RISK; CARRY; TRANSACTION; ACCORD

Derwent Class: B04; D16; T01

International Patent Class (Main): G06F-015/00; G06F-017/00; G06F-017/60

International Patent Class (Additional): G06F-017/30

File Segment: CPI; EPI

13/5/22 (Item 21 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013859848 **Image available**

WPI Acc No: 2001-344060/200137

XRPX Acc No: N01-249202

Market **research data collection method, such as method of** estimating purchases **made by** customers **of a supplier of interest from** other suppliers

Patent Assignee: NIELSEN CO A C (NIEL-N)

Inventor: CIBULSKIS P; KRISS M

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CA 2295419	A1	20001210	CA 2295419	A	20000114	200137 B

Priority Applications (No Type Date): US 99329487 A 19990610

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
CA 2295419	A1 E		45	G06F-017/60	

Abstract (Basic): CA 2295419 A1

NOVELTY - The estimate is made based upon **customer** data regarding purchases made by **customers** from the supplier of interest. **Panelist** data regarding **purchases** made by **panelists** from the supplier of

interest and from other suppliers, determining relationship between purchases made by panelist from the supplier of interest. Customer data regarding purchases made by customers from the supplier of interest is read, and based upon customer data and the relationship, the purchases made by customers from the other suppliers are estimated.

DETAILED DESCRIPTION - AN INDEPENDENT CLAIM is made for a system for estimating purchases made by customers of a supplier of interest

USE - For estimating purchases made by customers of a supplier of interest from other suppliers.

ADVANTAGE - None given

DESCRIPTION OF DRAWING(S) - Drawing is an exemplary computing system which may be used to carry out present invention.

pp; 45 DwgNo 1/2

Title Terms: MARKET; RESEARCH; DATA; COLLECT; METHOD; METHOD; ESTIMATE;

PURCHASE; MADE; CUSTOMER; SUPPLY; INTEREST; SUPPLY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/23 (Item 22 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013661730 **Image available**

WPI Acc No: 2001-145942/200115

XRPX Acc No: N01-106724

Extensible service provider controls and sorts plugin network service providers into execution order based on functions performed by network service providers

Patent Assignee: DETERMINISTIC NETWORKS INC (DETE-N)

Inventor: BROCK K J; JACKOWSKI S J; THOMAS C N

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6148336	A	20001114	US 9842306	A	19980313	200115 B

Priority Applications (No Type Date): US 9842306 A 19980313

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 6148336	A	20	G06F-015/173	

Abstract (Basic): US 6148336 A

NOVELTY - A plugin manager controls plugin network service providers. The plugin network service provider operating on data for transmission over the network are executed in an execution order. The extensible service provider (50) controls and sorts the plugin network service providers into the execution order based on functions performed by each plug in network service provider.

DETAILED DESCRIPTION - The extensible service provider comprises an upper interface to a winsock-2 library (34) and a lower interface to a TCP layer (40). The winsock-2 library provides high level network functions to high level user applications by generating a socket for connecting to remote machine on network. The TCP layer formats data for transmission over the network. Each of several traffic filters define a preset socket state for comparing to a current state of the socket. A filter manager, coupled to the traffic filters control the filters. Binding objects are generated at run-time for binding the plugin network service provider to the traffic filter. A sorting unit coupled to the binding objects, sorts the binding objects into the execution order based on functions performed by each plugin network service provider. An execution unit coupled to the sorting unit executes the plugin network service providers in the execution order. INDEPENDENT CLAIMS are also included for the following:

(a) computer implemented method for executing subset of plugin;

(b) program product

USE - For filtering, sorting and executing plugin network service

providers. Also provides framework for developing new applications and traffic sensitive networking functions such as encryption, compression, proxies, content filtering, billing etc.

ADVANTAGE - Allows multiple third- party service providers to be installed and reduces the complexity of layered providers. Eliminates redundant filtering by each layered provider. An expandable system that manages, organizes, and orders low-level network service providers are attained. Plugins are executed in a functionally correct order even when many layered service provider plugins from different vendors are installed. Provides extensible framework which manages multiple service provider plugins and executes them in the proper order . Performance is enhanced since some plugin service provides are not called when filtering determines that they are not necessary. The plugins are simplified compared with winsock-2 layered service providers, since overhead for communication with the winsock-2 library and TCP layer are handled by the extensible service provider. Since there are many winsock-2 functions that are not used by most plugins, the overhead for these functions is contained in the extensible service provider, reducing the complexity of the plugins. Provides a versatile and powerful ordering scheme which allows many different kinds of plugins to peacefully coexist. New plugins can be written and added into the system safely, being executed in logical order based on function performed.

DESCRIPTION OF DRAWING(S) - The figure shows the network architecture using extensible service provider.

Winsock-2 library (34)

TCP layer (40)

Extensible service provider (50)

pp; 20 DwgNo 6/14

Title Terms: EXTEND; SERVICE; CONTROL; SORT; NETWORK; SERVICE; EXECUTE;

ORDER; BASED; FUNCTION; PERFORMANCE; NETWORK; SERVICE

Derwent Class: T01

International Patent Class (Main): G06F-015/173

File Segment: EPI

13/5/24 (Item 23 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013556467 **Image available**

WPI Acc No: 2001-040674/200105

XPX Acc No: N01-030339

Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

Patent Assignee: TALUS SOLUTIONS INC (TALU-N); MANUGISTIC ATLANTA INC (MANU-N)

Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S ; KOLAMALA A; KRISHNAMURTHY P; MONTEIRO B; NANDIWADA R; PURANG M; TAI C C ; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200052605	A1	20000908	WO 2000US5846	A	20000303	200105 B
AU 200036171	A	20000921	AU 200036171	A	20000303	200105
EP 1203311	A1	20020508	EP 2000914835	A	20000303	200238
			WO 2000US5846	A	20000303	

Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW
AU 200036171 A G06F-017/30 Based on patent WO 200052605
EP 1203311 A1 E G06F-017/30 Based on patent WO 200052605
Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI

Abstract (Basic): WO 200052605 A1

NOVELTY - A product model (215) defines list values (205) using stored price data and determines the cost of products in list using stored cost data. A **competitor** network price model (225) **computes** an equivalent **competitor** net price for the product value. A **market** response model (220) **computes** the probability of winning by designating product value as a function of price.

DETAILED DESCRIPTION - An optimization model computes the target price of product optimal value that maximizes expected contribution. A benefit model (235) computes one or more benefits of target pricing in comparison to a pre-existing pricing approach. All the models used are objects implemented in software on one or more processors. The product model and competitor price model are n-dimensional with stored price and cost data. Pricing and costing of products and calculation of an equivalent competitor net price are performed by iterative linear interpolation of stored data. An INDEPENDENT CLAIM is also included for automated target pricing method for competitive bidding of goods and services.

USE - For generating target prices for competitive bidding of bid goods and services, airline seat and commodities pricing, bidding systems for parcel shipping services.

ADVANTAGE - Since the target pricing enables a corporation to optimize its pricing and associated business processes to increase profile, pricing guidance for marketing **personnel** is improved reliably and hence enables identifying and utilizing the factors influencing the market response for portfolios of services, and predicting the market response to bid prices for individual goods or services, reliably.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of target pricing system.

List values (205)
Product model (215)
Market response model (220)
Competitor price model (225)
Benefit model (235)
pp; 91 DwgNo 2/8

Title Terms: TARGET; PRICE; SYSTEM; OBTAIN; OPTIMUM; BID; VALUE; GOODS;
SERVICE; MARKET; RESPOND; MODEL; COMPUTATION; PROBABILITY; OBTAIN;
OPTIMUM; PRICE; VALUE; DESIGNATED; PRODUCT; VALUE; FUNCTION; PRICE

Derwent Class: T01

International Patent Class (Main): G06F-017/30

File Segment: EPI

13/5/25 (Item 24 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013467499 **Image available**

WPI Acc No: 2000-639442/200062

XRPX Acc No: N00-474183

Falsification protection method for biometric identification process for people using multiple data samples,

Patent Assignee: DCS DIALOG COMMUNICATION SYSTEMS AG (DCSD-N); BIOID AG (BIOI-N)

Inventor: FRISCHHOLZ R

Number of Countries: 023 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 19901881	A1	20000727	DE 1001881	A	19990119	200062 B

WO 200043960 A1 20000727 WO 2000EP367 A 20000118 200062
EP 1147494 A1 20011024 EP 2000904929 A 20000118 200171
WO 2000EP367 A 20000118

Priority Applications (No Type Date): DE 1001881 A 19990119

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
DE 19901881 A1 6 G07C-009/00
WO 200043960 A1 G G07C-009/00
Designated States (National): CA CN JP US
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE
EP 1147494 A1 G G07C-009/00 Based on patent WO 200043960
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
LU MC NL PT SE

Abstract (Basic): DE 19901881 A1

NOVELTY - The recognition system is based upon biomedical data that is obtained for example, from finger prints or eyes. The method involves the data obtained by scanning with a camera (28) being **compared** with reference data. In **order** to prevent misuse, the reference data is based upon several samples from **different** positions. The **user** has to move hand or eyes to follow an object on the screen (26) to provide adequate data input to the controller.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for a falsification protection system and for a biometric **personal** recognition system.

USE - For access control to biometric system.

ADVANTAGE - Reduces possibility of manipulation and falsification.

DESCRIPTION OF DRAWING(S) - The figure shows a flow chart for the process.

Image reception and storage (12)
Display object in random position (14)
Visible recognition (16)
Biometric recognition (24)
Alarm (36)
pp; 6 DwgNo 1/2

Title Terms: FALSE; PROTECT; METHOD; IDENTIFY; PROCESS; PEOPLE; MULTIPLE; DATA; SAMPLE

Derwent Class: P31; S05; T04; T05

International Patent Class (Main): G07C-009/00

International Patent Class (Additional): A61B-005/117; G06K-009/78

File Segment: EPI; EngPI

13/5/26 (Item 25 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013157127 **Image available**

WPI Acc No: 2000-329000/200028

XRPX Acc No: N00-247681

Discount offering method for merchants during business transactions, involves applying retroactive discount to credit card account, when consumer consummates transaction at specific merchant

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: MIK M; TEDESCO D E; VAN LUCHENE A S; WALKER J S

Number of Countries: 087 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200021004	A1	20000413	WO 99US21720	A	19990922	200028 B
AU 9963944	A	20000426	AU 9963944	A	19990922	200036

Priority Applications (No Type Date): US 98166367 A 19981005

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
WO 200021004 A1 E 64 G06F-017/60
Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN

CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG US UZ VN YU ZA ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW
AU 9963944 A G06F-017/60 Based on patent WO 200021004

Abstract (Basic): WO 200021004 A1

NOVELTY - A retroactive discount and **second merchant** are **determined**, based on the received primary **transaction** data representing **transaction** at first merchant. The retroactive discount is applied to the credit card account, when the **consumer** consummates the transaction at the second merchant. The indication of retroactive discount and the second merchant is then output.

DETAILED DESCRIPTION - The transaction data representing transaction at first merchant, includes credit card identifier that identifies a credit card account. INDEPENDENT CLAIMS are also included for the following:

(a) discount offering apparatus for merchants;

(b) discount offering program

USE - For offering discounts especially for merchants in business transaction using point-of-sale (POS) terminals such as cash registers.

ADVANTAGE - Generates discounts that allow business to more effectively promote its various objectives.

DESCRIPTION OF DRAWING(S) - The figure shows the charts illustrating the processes involved in the discount offering method.

pp; 64 DwgNo 12/15

Title Terms: DISCOUNT; OFFER; METHOD; MERCHANT; BUSINESS; TRANSACTION; APPLY; RETROACTIVE; DISCOUNT; CREDIT; CARD; ACCOUNT; CONSUME; TRANSACTION; SPECIFIC; MERCHANT

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/27 (Item 26 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013111099 **Image available**

WPI Acc No: 2000-282970/200024

Related WPI Acc No: 2001-389404

XRPX Acc No: N00-213003

Product/service hierarchy database for market competition and investment analysis in which database organizes company market performance and stock investment information by the products/services offered by each competitor

Patent Assignee: SECTORBASE COM LLC (SECT-N); SECTOR DATA LLC (SECT-N)

Inventor: BAKER D N; SHUM S M

Number of Countries: 084 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200013119	A1	20000309	WO 99US19194	A	19990820	200024 B
AU 9957826	A	20000321	AU 9957826	A	19990820	200031
US 6338067	B1	20020108	US 9898777	P	19980901	200211
			US 99260389	A	19990302	

Priority Applications (No Type Date): US 99260389 A 19990302; US 9898777 P 19980901

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200013119 A1 E 33 G06F-017/60

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR

IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW
AU 9957826 A G06F-017/60 Based on patent WO 200013119
US 6338067 B1 G06F-017/30 Provisional application US 9898777

Abstract (Basic): WO 200013119 A1

NOVELTY - System, comprises of: a database management module providing for the storage and organization of information related to particular commercial companies and products/services; a number of product/service records in the database management module each having a product/service description field and a parent product/service identification field that links all such product/service records together in a product/service hierarchy;

DETAILED DESCRIPTION - a number of company product/service records in the database management module, each having a company product/service description field for linking each of the particular commercial company to its corresponding product/service hierarchy records; and a number of company records in the database management module having a company description field for linking each the commercial company to its corresponding product/service records.

INDEPENDENT CLAIM is also included for the following:

(a) database system

USE - For databases used for investment and market analysis.

ADVANTAGE - Organizes accurate **comparable** industry, sector, sub-sector, and group **market** performance and stock investment information centred around the products produced and services performed of each company and their true **competitors**, with each product or service type created as an index. Such product hierarchy enables the creation of an index for each product or service type which can be valued and measured.

DESCRIPTION OF DRAWING(S) - The block diagram illustrates a public company analysis system embodiment of the invention.

query manager (110)

product hierarchy database (112)

Internet (102)

investor network **client** (104)

pp; 33 DwgNo 1/7

Title Terms: PRODUCT; SERVICE; HIERARCHY; DATABASE; MARKET; COMPETE;
INVESTMENT; ANALYSE; DATABASE; ORGANISE; COMPANY; MARKET; PERFORMANCE;
STOCK; INVESTMENT; INFORMATION; PRODUCT; SERVICE; OFFER; COMPETE

Derwent Class: T01

International Patent Class (Main): G06F-017/30; G06F-017/60

File Segment: EPI

13/5/28 (Item 27 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013010933 **Image available**

WPI Acc No: 2000-182785/200016

XRPX Acc No: N00-134751

Computer-implemented on-line price comparison over computer network by decreasing price of item sold by vendor by given amount to create new price if competitor 's price is less than item price

Patent Assignee: CENDANT PUBLISHING INC (CEND-N)

Inventor: STACK C

Number of Countries: 087 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200005666	A1	20000203	WO 99US12153	A	19990603	200016 B
AU 9943260	A	20000214	AU 9943260	A	19990603	200029
US 6076070	A	20000613	US 98121094	A	19980723	200035
EP 1105827	A1	20010613	EP 99963133	A	19990603	200134
			WO 99US12153	A	19990603	
KR 2001072044	A	20010731	KR 2001700999	A	20010122	200208

Priority Applications (No Type Date): US 98121094 A 19980723

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
 WO 200005666 A1 E 27 G06F-017/60
 Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
 CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
 LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
 SL TJ TM TR TT UA UG UZ VN YU ZA ZW
 Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
 IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW
 AU 9943260 A G06F-017/60 Based on patent WO 200005666
 US 6076070 A G06F-017/60
 EP 1105827 A1 E G06F-017/60 Based on patent WO 200005666
 Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
 LU MC NL PT SE
 KR 2001072044 A G06F-017/60

Abstract (Basic): WO 200005666 A1

NOVELTY - A price for an item sold by the competitor over the computer network may be requested through the computer network (520) from a competitor's database for receiving the competitor's price, which is displayed. The price of the item sold by the vendor is decreased by a set amount to create a new price if the competitor's price is less than the item price followed by displaying the new price on the display.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for:

(a) an apparatus for performing computer implemented on-line price **comparison** over a computer network of goods and/or services **sold** by vendor with those **competitors**

USE - For computer implemented method for on-line comparison of competitors prices and automatic price reduction, over a distributed computer network such as the Internets World Wide Web.

ADVANTAGE - **Customer** can initiate the price comparison in which the item price can be reduced if a competitor's price is lower. The price reduction is performed only if the competitor's price is not below a set minimum threshold.

DESCRIPTION OF DRAWING(S) - The drawing shows an embodiment of apparatus on which the method can be implemented.

computer network (520)

pp; 27 DwgNo 5/5

Title Terms: COMPUTER; IMPLEMENT; LINE; PRICE; COMPARE; COMPUTER; NETWORK; DECREASE; PRICE; ITEM; SOLD; VENDING; AMOUNT; NEW; PRICE; COMPETE; PRICE; LESS; ITEM; PRICE

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

13/5/29 (Item 28 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012900657 **Image available**

WPI Acc No: 2000-072493/200006

XRPX Acc No: N00-056728

Compensation providing notifying system for user whose relating data is used by unauthorized party

Patent Assignee: SALA C E (SALA-I); WHITE M A (WHIT-I)

Inventor: SALA C E; WHITE M A

Number of Countries: 027 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9960751	A2	19991125	WO 99US10944	A	19990519	200006 B
AU 9940837	A	19991206	AU 9940837	A	19990519	200019

Priority Applications (No Type Date): US 9882408 A 19980520

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9960751 A2 E 31 H04L-012/00

Designated States (National): AU BR CA ID IL IN JP MX NO

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE
AU 9940837 A H04L-012/00 Based on patent WO 9960751

Abstract (Basic): WO 9960751 A2

NOVELTY - A processor communicating with a memory receives a request from a **party** device (110) for using a **client** database of memory. The memory includes a compensation database to indicate whether the **client** is to be given compensation for using **client** database. The processor updates the compensation database, when the memory indicates that the **client** is to be given compensation.

DETAILED DESCRIPTION - The **client** database includes data such as **client** 's name, address, telephone number and e-mail address. The **party** uses the **client** database to provide information to the **client**. The processor transmits the authorization of using **client** database to the **party** device (110). The compensation database comprises monetary amount to be compensated for a **client** and is determined by the processor. The monetary amount is the number of points that is recovered for goods. When the **client** having an account with the record **party** has balance, the processor determines the aggregate amount that has to be compensated. An INDEPENDENT CLAIM is also included for the compensation providing and notification method.

USE - For providing compensation to **customer** of one company, when **personal** information relating to **customer** is used by **another company** without **customer** 's knowledge, for **marketing** credit cards, to obtain subscribers for newspaper and magazines, to market goods of apparel companies.

ADVANTAGE - When the unauthorized **party** uses the **client** database, due compensation is provided correctly. When the **client** has more than one account, an aggregate compensation amount is determined by the processor and notified.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the compensation providing and notification system.

Party device (110)

pp; 31 DwgNo 1/5

Title Terms: COMPENSATE; NOTIFICATION; SYSTEM; USER; RELATED; DATA; **PARTY**
Derwent Class: W01
International Patent Class (Main): H04L-012/00
File Segment: EPI

13/5/30 (Item 29 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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012033544 **Image available**
WPI Acc No: 1998-450454/199839
XRPX Acc No: N98-351362

Transactions proof apparatus in network environment - has memory which stores electronic signature data of first user and electronic signature data of second user which are verified by processing unit

Patent Assignee: FUJITSU LTD (FUIT)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 10187836	A	19980721	JP 97292921	A	19971024	199839 B

Priority Applications (No Type Date): JP 96288539 A 19961030

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 10187836	A	26	G06F-017/60	

Abstract (Basic): JP 10187836 A

The apparatus processes the information which relates to transactions between several users. It has a communication unit which connects with a communication network and receives the electronic signature (SA(M)) data of a first user (A), the electronic signature (SB(M)) data of a **second user** (B), and the **transactions** document

(M) data which describes the matter **relating** to the **transactions** between the first **user** and a **second user** (B). A processing unit verifies the electronic signature data of the first user and the electronic signature data of the second user.

A memory stores the electronic signature data of the first user and the electronic signature data of the second user. The electronic signature of the first user and the electronic signature of the second user are sent to the authentication apparatus of a notary (N). The notary is a third **person** which can prove the contents of the transactions. The first and second users and the notary share an information.

ADVANTAGE - Safety of transactions in network environment is ensured automatically.

Dwg.2/21

Title Terms: TRANSACTION; PROOF; APPARATUS; NETWORK; ENVIRONMENT; MEMORY; STORAGE; ELECTRONIC; SIGNATURE; DATA; FIRST; USER; ELECTRONIC; SIGNATURE; DATA; SECOND; USER; VERIFICATION; PROCESS; UNIT

Derwent Class: P85; T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G09C-001/00

File Segment: EPI; EngPI

13/5/31 (Item 30 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012006923 **Image available**

WPI Acc No: 1998-423833/199836

XRPX Acc No: N98-331130

Automatic transactions apparatus such as cash dispenser installed in store - includes second display unit which displays current transaction information in predefined order for persons other than user

Patent Assignee: TOSHIBA KK (TOKE)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 10177667	A	19980630	JP 96335623	A	19961216	199836 B

Priority Applications (No Type Date): JP 96335623 A 19961216

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 10177667	A		10	G07D-009/00	

Abstract (Basic): JP 10177667 A

The apparatus includes a first display unit which display a guide screen for performing transaction operation. From the guide screen, a user selects the desired contents of transaction. The selection of the contents of transaction is done with a selector.

The **transaction** on selected items is performed by a **transaction** unit. A second display unit displays information **related** to **transaction** which is currently performed. The information on the second display unit in predefined **order** such that execution data for **other** than **user** is displayed.

ADVANTAGE - Improves trade efficiency. Informs modification of standard transaction data.

Dwg.1/9

Title Terms: AUTOMATIC; TRANSACTION; APPARATUS; CASH; DISPENSE; INSTALLATION; STORAGE; SECOND; DISPLAY; UNIT; DISPLAY; CURRENT; TRANSACTION; INFORMATION; PREDEFINED; ORDER; **PERSON** ; USER

Derwent Class: T05

International Patent Class (Main): G07D-009/00

File Segment: EPI

13/5/32 (Item 31 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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009393515 **Image available**

WPI Acc No: 1993-086982/199311

XRPX Acc No: N93-066545

Sales system using number of compartments with lockable doors - has goods collection room with remote terminals connected to computer for indicating location of ordered goods

Patent Assignee: ACCUMULATA VERW GES MBH (ACCU-N); ACCUMULATA VERW GMBH (ACCU-N)

Inventor: SCHLAMP H

Number of Countries: 016 Number of Patents: 007

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 531942	A2	19930317	EP 92115350	A	19920908	199311 B
DE 4130033	A1	19930318	DE 4130033	A	19910910	199312
EP 531942	A3	19930714	EP 92115350	A	19920908	199406
DE 4130033	C2	19951019	DE 4130033	A	19910910	199546
EP 531942	B1	19980304	EP 92115350	A	19920908	199813
DE 59209212	G	19980409	DE 509212	A	19920908	199820
			EP 92115350	A	19920908	
ES 2115628	T3	19980701	EP 92115350	A	19920908	199832

Priority Applications (No Type Date): DE 4130033 A 19910910

Cited Patents: No-SR.Pub; DE 3914686; EP 359667; FR 2563987; GB 2080264

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 531942	A2	G	6	G07F-007/00	
Designated States (Regional): AT BE CH DE DK ES FR GB GR IT LI LU MC NL PT SE					
DE 4130033	A1		5	G07F-017/12	
DE 4130033	C2		5	G07F-017/12	
EP 531942	B1	G	8	G07F-007/00	
Designated States (Regional): AT BE CH DE DK ES FR GB GR IT LI LU MC NL PT SE					
DE 59209212	G			G07F-007/00	Based on patent EP 531942
ES 2115628	T3			G07F-007/00	Based on patent EP 531942
EP 531942	A3			G07F-007/00	

Abstract (Basic): EP 531942 A

The terminals (50-1,50-2,50-3,50-4) have display units (53-1,53-2,53-3,53-4) and on submission of an order, a retailer inputs information to the terminal for immediate allocation of a compartment. The computer (3) shows which compartment(2) is reserved for the ordered goods, or shows that no compartment is available to receive the ordered goods. The retailer inputs on a keyboard (51-1,51-2,51-3,51-4) the **customer** number for the ordered goods and their price for immediate compartment allocation.

The computer (3) feeds the requisite data into the memory (11) for charging to the account of the **customer**. Where **customers** use a shop or credit card for payment, a card reader device is available (54-1,54-2,54-3,54-4).

USE/ADVANTAGE - Fully automated shopping system with computer control, e.g. for use by several retailers, with **customer**'s **orders** requested by telephone. Ensures **compartments** do not become occupied by **other retailer**'s goods in period between **ordering** and filling of **compartment**.

Dwg.1/1

Title Terms: SALE; SYSTEM; NUMBER; COMPARTMENT; LOCK; DOOR; GOODS; COLLECT; ROOM; REMOTE; TERMINAL; CONNECT; COMPUTER; INDICATE; LOCATE; ORDER; GOODS
Derwent Class: P27; T01; T05

International Patent Class (Main): G07F-007/00; G07F-017/12

International Patent Class (Additional): A47F-010/02

File Segment: EPI; EngPI

5/19/39 (Item 2 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00838910

SYSTEMS AND METHODS FOR COLLECTING CONSUMER DATA
SYSTEMES ET PROCEDES DE RECUPERATION DE DONNEES CONSOMMATEURS

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200171620 A1 20010927 (WO 0171620)
Application: WO 2001US8785 20010320 (PCT/WO US0108785)
Priority Application: US 2000532890 20000322

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Word Count: 9418

English Abstract

All of an internet user's internet data is routed to a known domain on the internet, from which it is routed on to the intended recipient. The domain includes proxy servers which proxy the user's WWW data requests to the domain, and database servers which filter and build a database of the user's internet usage. Particular data concerning certain behaviors of interest, such as purchasing data, is filtered into the database, and can form the basis for numerous market measures.

French Abstract

Selon la presente invention, l'ensemble des donnees Internet d'un utilisateur d'Internet est achemine vers un domaine connu sur Internet, d'ou il est achemine vers un pole de destination determine. Ce domaine comprend des serveurs mandataires pour les demandes de donnees Internet formulees par l'utilisateur au domaine, ainsi que des serveurs de base de donnees permettant de filtrer et de creer une base de donnees relative a l'usage d'Internet par l'utilisateur. Les donnees caracteristiques concernant certains comportements interessants, tel que l'achat de donnees, sont filtrees dans une base de donnees et peuvent former une base pour de nombreuses etudes de marche.

Legal Status (Type, Date, Text)

Publication 20010927 A1 With international search report.

Examination 20020110 Request for preliminary examination prior to end of
19th month from priority date

Detailed Description

SYSTEMS AND METHODS FOR COLLECTING CONSUMER DATA BACKGROUND OF THE INVENTION

Field of the Invention

The present invention relates to systems and methods useful for collecting consumer data, and more particularly to systems and methods for collecting data representative of consumer buying habits over networks.

Brief Description of the Related Art

Consumer decision making has been a focus for many years. Companies I 0 that are attempting to meet a particular need in the marketplace, or that are attempting to find out how their products or services are being received by the consumer, will often conduct market research to attempt to quantify attributes or characteristics of a particular consumer segment. If performed well, the data extracted from this research can inform companies about how their products or 1 5 services are perceived and bought by purchasers or potential purchasers in the marketplace, and how the companies' products or services can be changed to achieve the companies' business goals.

Traditionally, there have been numerous other general protocols for performing consumer-oriented market research. A pool of consumers is first selected, and then each individual person in the pool is asked to provide information about themselves, their purchasing and perceptions of products or services, and/or their buying decisions, among other things. Many different ways have been proposed in the past for eliciting and recording this information from the individual consumer. For example, for television viewing habits, an electronic device has been attached to the television consumer's television set which is capable of recording which specific channels were tuned in, at what time, and for how long.

Perhaps the most simple prior protocol for collecting such data has been to simply ask the consumers to write down data about their buying habits, or to survey a random selection of people either personally, over the telephone, or by using a mailed survey.

Other prior data collection protocols concerned collecting data about consumers' buying habits. For example, one prior protocol involved the consumer being given an electronic device which includes a Universal Product Code (UPC) 1 0 (bar code) scanner. The consumer was requested to scan in every item that the consumer bought over a period of time, and to enter other information regarding the purchase (e.g., at what retailer the purchase was made). The consumer then connected the device to an intelligent modem. The device would dial up and connect to a host computer, and upload the scanned information to the host computer to be collected and processed.

Another data collection protocol, commonly used by consumer package goods retailers, is to ask the consumer to show an ID card at checkout. The checkout clerk then inputs the ID number and scans the items bought for both pricing and gathering data about the consumer's grocery buying habits. The retailer then can use this data about the individual consumer to make consumer-specific promotional offers. Data from many consumers can be merged together and sold to another party for marketing intelligence, or the like.

The above prior data collection protocols suffer from numerous deficiencies, in the traditional and modern marketplace. In particular, it has proven difficult to adapt these protocols to internet-based electronic commerce. Compared to the relative ease by which consumers are able to receive information and make decisions based on information from the internet, prior data collection protocols are cumbersome, do not interface well (if at all) with computer-based consumer activity, and are therefore not well suited for collecting data about internet-based

activity.

Some internet-activity monitoring has been proposed. For example, a serverside consumer data collection strategy has been proposed in which an individual internet content provider ("website") monitors and collects data about each consumer who has requested data from ("visited") the website, and then compiles this data about all the consumers who have visited that website. This data could include **purchases**; the specific type or subject of information requested from the site; and the like. Furthermore, the website also collects data about how frequently particular files or groups of files ("webpage") have been visited (commonly referred to as "click through hits"), that is, a measure of the popularity of a particular website or webpage. This is one form of server-side data collection.

Another form of server-side consumer data collection requires a consumer to visit a particular website specifically for the purpose of providing information about that individual's buying habits, in return for which the website compensates the individual, with incentives such as money, gifts, credits, or the like.

Data collection directly from an internet consumer's computer has also been proposed, i.e., client-side data collection. Such systems commonly involve installing a large and cumbersome software application onto the consumer's computer, which operates at the same time as internet browser application software.

The software then collects data about the consumer's internet usage, i.e., which websites the consumer has visited. The data is then uploaded to a data collecting computer on the internet.

These prior internet activity protocols and systems have numerous disadvantages and deficiencies. While both the above server-side and client-side data collection systems are capable of collecting data about a particular consumer, they both suffer from certain failings. For example, prior server-side systems only are capable of collecting data about a consumer's activities at a single website, as it is that website itself that is collecting the data. If the consumer clicks-through to another site, e.g., an advertiser's site, the consumer and their information is thereafter lost. Furthermore, it is difficult for server-side systems to collect data about the consumer, such as age, income level, marital status, and other demographic, economic, and personal information, which would allow the data to be compared with consumer databases from other source. Many consumers are simply unwilling to give this sensitive information to an otherwise unknown party without some incentive being provided. Thus, in order to get statistically significant market data, the website would have to be visited by an enormous number of internet consumers.

Prior client-side systems likewise suffer from different, but nevertheless severe, deficiencies. Because prior client-side systems require the use of an additional application to gather data, which application runs on the consumer's computer at the same time as the consumer's internet browser, the computer is slowed down by the added impact on its system's resources. Thus, the consumer notices a delay in the operation of her computer, which is not acceptable to many consumers. Uploading collected data also takes away from internet bandwidth, which also is unacceptable to many consumers. In order to interpret the raw data from the internet that this specialized software shares with the internet browser, it is necessary for the client-side software to include data or instructions which allows the software to interpret the data from specific websites. When these specific websites change the format of the data they send to internet consumers, the specialized software must be updated so that the new data format(s) can be properly interpreted. Thus, when a website changes the layout or content of a webpage that the client-side software is supposed to monitor, the client-side software on each participating internet consumer's computer must be updated. As will be

immediately appreciated, this can be a large, cumbersome, and expensive undertaking. Because the software installed on the client-side computer is complicated, it is also not unusual for technical problems to occur. This necessitates the maintenance of a large customer service center to help answer consumer's questions and solve their problems. This can also be a very expensive undertaking.

Furthermore, such client-side systems require a very large **sample** size of internet users in order to have statistically significant data, because the number of internet users who visit a website is much greater than the number of internet consumers who perform some internet activity, such as making a purchase, listening to a sound or song, watching a video, or requesting a specific type of information.

Because of the expensive features of prior client-side systems, the costs per panelist to maintain these measurement systems are extraordinarily high.

SUMMARY OF THE INVENTION

According to a first exemplary embodiment, a method of collecting data relating to a user's transactions over an unsecure network, the user utilizing a 15 computing device to send and receive data sets over the network, the computing device having an address on the network, the data sets including data representative of the address of the computing device on the network, comprises the steps of directing all data sets from the computing device to a known domain, assigning a unique identifier to the computing device, readdressing data sets sent from the computing device to indicate that the data sets originated in the known domain, recording at least part of the data sets, and sending the readdressed data onto the network.

According to a second exemplary embodiment, a system for collecting data relating to a user's transactions over an unsecure network, the user using a computing device configured to send and receive data sets over the network, the computing device having an address on the network, the data sets including data representative of the address of the computing device on the network, comprises logic configured to assign a unique identifier to the computing device, logic configured to readdress data sets sent from the computing device to indicate that the data sets originated in the known domain, logic configured to record at least part of the data sets, and logic configured to send the readdressed data onto the network.

According to a third exemplary embodiment, a system for collecting data relating to a consumer's transactions over an unsecure network, the consumer using a computing device configured to send and receive data sets over the network, the data sets including data representative of the address of the computing device on the network, the network including a content server, comprises logic configured to send data to and receive data from the consumer over the network, logic configured to negotiate a first encryption key with the consumer's computing device, and logic configured to negotiate a second encryption key with the content server.

Still other objects, features, and attendant advantages of the present invention 15 will become apparent to those skilled in the art from a reading of the following detailed description of embodiments constructed in accordance therewith, taken in conjunction with the accompanying drawings.

BRIEF DESCRIPTION OF THE DRAWINGS

The invention of the present application will now be described in more detail with reference to preferred embodiments of the apparatus and method, given only by way of example, and with reference to the accompanying drawings, in which.

Fig. 1 schematically illustrates a prior network configuration;
Fig. 2 schematically illustrates an exemplary embodiment of a system in

accordance with the present invention;
Fig. 3 schematically illustrates a portion of the system illustrated in Fig. 2;
and
Figs 4 and 5 diagrammatically illustrate flow charts of steps of methods in accordance with the present invention.

DETAILED DESCRIPTION

Referring to the drawing figures, like reference numerals designate identical or corresponding elements throughout the several figures.

The present invention relates to systems and methods useful for collecting data indicative or representative of a specific internet user's activity. A domain is established with proxy servers and data servers to which all of a single internet user's activity is routed, which enables all of the activity to be filtered and data to be collected about specific types of activity and stored on the data servers. The domain is established on the internet, and by simply instructing the user's internet browser to route all internet traffic from the user through the domain, the domain can perform whatever data collection is desired without the user suffering from delays in webpage retrieval and the like. Enrollment in the system of the present invention would be entirely voluntary on the part of the individual internet user, and the enrolled internet user would be provided some incentive in return for allowing the system to have all of that user's internet traffic routed through the system's domain.

Furthermore, specific information about the internet user could be gathered as a prerequisite for enrollment, which enriches the data collected about that user's internet usage habits and permits inter-database comparisons.

Systems of the present invention allow server-side data collection, but do not suffer from the failings described above, because all of the internet traffic of a single internet user is monitored, and not only a single user's activity at a single site.

Therefore, for a single user, data can be collected indicative of usage of all sites while maintaining excellent data integrity and completeness. Different from clientside systems, systems and methods in accordance with the present invention do not demand significant computing resources, nor require an expensive customer service center. Furthermore, when websites change the formats of their webpages, only the data resident on the proxy servers in the domain of the present invention need be updated, which can dramatically reduce costs. As a result of one or more of the advantageous features of the present invention, many or all of the problems with prior client-side systems are eliminated.

Throughout the present application, an understanding of the use and function of general purpose computing devices, including what have come to be referred to as "personal computers" ("PC"), is assumed, as those of ordinary skill in the art are very skilled in their use and function. Furthermore, an understanding of the use and function of commercially available operating systems which control some of the functions of general purpose computing devices, as well as with commercially available application software such as Netscape Navigator (Netscape Communications Corp., Mountain View, CA; <http://www.netscape.com>), Microsoft Internet Explorer (Microsoft Corp., Redmond, WA; <http://www.microsoft.com>), and proxy server application software, is assumed.

Throughout the present application, a natural person who uses a computer is referred to as a "user" or a "consumer".

Figure 1 illustrates a prior network configuration over which a consumer is able to retrieve data and information, and send data and information, for a number of purposes. Configuration 10 includes a PC 12 which is in communication, either wired or wireless, with data input

elements such as a keyboard and pointing device 14. PC 12 includes appropriate communications hardware and volatile and nonvolatile memory elements (not illustrated) in or on which are stored an operating system and application software which allow a user to send and receive data, and to present that data in a form which is understandable to the user. Such software includes application software commonly referred to as a "browser", such as Netscape and Internet Explorer.

PC 12 is connected to a wired or wireless communications line 16 which is connected to a computer or computing device 18. Computer 18 is preferably a general purpose computer which includes application software which controls the computer to function as a data server, and which is usually remote from PC 12.

Computer 18, or its owner, can be an "internet server provider" ("ISP"), for which line 16 includes telephone, coaxial cable, or similar links between PC 16 and computer 18, as will be readily appreciated by one of ordinary skill in the art.

Computer 18 can also be located on a private network, e.g., a local area network or LAN, and includes application software controlling computer 18 to function at least as a firewall, proxy server, or both.

Computer 18 is connected to what is commonly referred to as the World Wide Web or the Internet (together "WWW", not illustrated) through a communications line 20. As will be readily appreciated by one of ordinary skill in the art, Figure 1 presents a very simple representation of the WWW, which is much more distributed than is illustrated in Figure 1. Also in communication with the WWW are a plurality (only three are illustrated) of content data servers 22, 24, 26, (i.e., in the language of the WWW, websites), which have stored therein data or information 28, 30, 32, (e.g., webpages) respectively.

A brief discussion of some of the differences between an "intranet" and the "Internet" (which includes the World Wide Web) will be beneficial. The Internet, sometimes called simply "the Net," is a worldwide system of computer networks - a network of networks in which users at any one computer can, if they have permission, get information from any other computer (and sometimes talk directly to users at other computers). It was conceived by the Advanced Research Projects Agency (ARPA) of the U.S. government in 1969 and was first known as the ARPANet. The original aim was to create a network that would allow users of a research computer at one university to be able to "talk to" research computers at other universities. A side benefit of ARPANet's design was that, because messages could be routed or rerouted in more than one direction, the network could continue to function even if parts of it were destroyed in the event of a military attack or other disaster.

Today, the Internet is a public, cooperative, and self-sustaining facility accessible to hundreds of millions of people worldwide. Physically, the Internet uses a portion of the total resources of the currently existing public telecommunication networks. Technically, what distinguishes the Internet is its use of a set of protocols called TCP/IP (Transmission Control Protocol/Internet Protocol). Two recent adaptations of Internet technology, the intranet and the 10 extranet, also make use of the TCP/IP protocol.

When a person or organization has a computer connected to the public portion of the Internet, the computer is assigned an internet protocol (IP) address which uniquely identifies that computer. Typically, however, the computer is assigned a set of addresses at a certain class level (A, B, C, etc.), and all of the addresses within that set are routed to that computer. If that computer is a proxy server (see discussion below) for a private network of computers, then each of the computers within the

private network can be assigned a unique IP address in the set assigned to the proxy server. Thus, the computers assigned IP addresses within the set define an "intranet", because the IP addresses are all within the address set

assigned to the proxy server,

The most widely used part of the Internet is the World Wide Web (often called "the Web"). Its outstanding feature is hypertext, a method of instant cross-referencing. In most Web sites, certain words or phrases appear in text of a different color than the rest; often this text is also underlined. When you select one of these words or phrases, you will be transferred to the site or page that is relevant to this word or phrase. Sometimes there are buttons, images, or portions of images that are "clickable." If you move the pointer over a spot on a Web site and the pointer changes into a hand, this indicates that you can click and be transferred to another site. Using the Web, you have access to millions of pages of information.

Web "surfing" is done with a Web browser, the most popular of which are Netscape Navigator and Microsoft Internet Explorer.

In an enterprise that uses the Internet, a proxy server is a server that acts as an intermediary between a workstation user and the Internet so that the enterprise can ensure security, administrative control, and caching service. A proxy server is associated with or part of a gateway server that separates the enterprise network from the outside network and a firewall server that protects the enterprise network I 0 from outside intrusion. A proxy server receives a request for an Internet service (such as a Web page request) from a user. If it passes filtering requirements, the proxy server, assuming it is also a cache server, looks in its local cache of previously downloaded Web pages. If it finds the page, it returns it to the user without needing to forward the request to the Internet. If the page is not in the cache, the proxy 1 5 server, acting as a client on behalf of the user, uses one of its own IP addresses to request the page from the server out on the Internet. When the page is returned, the proxy server relates it to the original request and forwards it on to the user.

To the user, the proxy server is invisible; all Internet requests and returned responses appear to be directly with the addressed Internet server. (The proxy is not quite invisible; its IP address has to be specified as a configuration option to the browser or other protocol program.) An advantage of a proxy server is that its cache can serve all users. If one or more Internet sites are frequently requested, these are likely to be in the proxy's cache, which will improve user response time.

In fact, there are special servers called cache servers. A proxy can also do logging.

The functions of proxy, firewall, and caching can be in separate server programs or combined in a single package. Different server programs can be in different computers. For example, a proxy server may be in the same machine with a firewall server or it may be on a separate server and forward requests through the firewall.

Thus, requests for data from one computer to another computer within the same assigned set of IP addresses are considered secure, because the request and the data sent in reply do not get passed to any computer not assigned an IP address within the set. When a request for data is addressed to a computer not within the set of IP addresses, the request must pass to computers which are assigned IP addresses not within the set assigned to the same person or entity, and are therefore considered insecure. This latter insecure request for data passes over the Internet, because it is passed to computers with IP addresses not in the same assigned set as the originating computer.

1 0 While the function of the system illustrated in Figure 1 is well known to those of ordinary skill in the art, a brief summary will assist in a better understanding of the present invention. When a consumer using PC -12 wants to retrieve data (e.g., a webpage) from a website on the

WWW, the user utilizes the application software on PC 12 to be assigned an internet protocol (IP) address 15 (including a classless interdomain routing, CIIDR, address), i.e., to open a connection to the WWW. The user then launches and uses the browser software to request data from a specified machine, such as server 22 on the WWW, by entering the uniform resource locator (URL) designation for the machine, and preferably the specific data file on that machine, such as data 28. The data representing this request for data is communicated to computer 18, which processes the request data to be sent out onto the WWW, typically in the form of multiple data packets, including the IP address for computer 12.

As will be readily appreciated by one of ordinary skill in the art, servers 22, 24, or 26 usually are not directly connected to computer 18, and each data packet can take a different route from computer 18 to server 22. Upon being communicated to server 22, each packet is reassembled with the other packets to reconstruct the original data request from the user. Server 22 then retrieves data 28, and processes the data for the return trip across the WWW to the user's computer 12, typically in the same manner as the user's data request. The browser software running on computer 12 then reassembles the data packets to reconstruct data 28, and presents it to the user in a particular, usually an understandable, form, and can be either static or dynamic, i.e., can itself include instructions for controlling computer 12. For example, data 28 can include software instructions, such as instructions scripted in Java™ (Sun Microsystems, Inc., Palo Alto, CA; <http://www.javasoft.com>) which are executed on the computer 12.

Thus, when a consumer using computer 12 wants to place an order for a product or service which is offered through a merchant using server 22 on the WWW, the user requests a particular data file 28 from the server 22. The data file 28 oftentimes includes data that results in a form being generated by computer 12 and displayed to the user. The user then enters information into the form using keyboard 14, and sends the filled-out form back to server 22, including data representing what the user would like to buy, and payment information, such as credit card information. Such systems and processes are well known; see, e.g., U.S.

Patent No. 5,715,399, issued to Bezos, "Secure Method and System for Communicating a List of Credit Card Numbers Over a Non-Secure Network", assigned to Amazon.com, which is incorporated by reference herein in its entirety.

Figure 2 schematically illustrates an exemplary system 100 in accordance with the present invention. For purposes of brevity, individual elements included in system 100 which have been described above with reference to Figure 1 will not be described further. System 100 includes a domain 102, which includes one or more computers and associated hardware, firmware, and software which together function as a domain on the WWW. In general, domain 102 is operatively in the path between PC 12 (and computer 18) and all other machines on the WWW, so that all of the data that is sent to and from PC 12 is routed through domain 102. As schematically illustrated in Figure 2, however, domain 102 is on the public (WWW) side of computer 18, and is therefore not necessarily in direct communication with either computer 18 or any of servers 22, 24, 26.

Domain 102 includes at least one, and preferably a plurality of machines 102x each with associated hardware, firmware, and software as discussed above.

As will be readily appreciated by one of ordinary skill in the art, each machine 102x (X ∈ [1,N], wherein N is any positive integer) has a unique IP address within domain 102, and therefore can be located together or distributed throughout the WWW.

Figure 3 schematically illustrates an exemplary embodiment of a configuration of domain 102. Domain 102 includes at least one, and

preferably numerous (only three are illustrated) proxy servers 104, 106, 108, and at least one, and preferably numerous (only three are illustrated) data servers 110, 112, 114, which are in communication with the proxy servers. For example, data servers 110, 112, 114 can be Structured Query Language (SQL) servers. Proxy servers 104, 106, 108 include proxy server application software which allow PC 12 to route requests for data through domain 102. PC 12 is therefore aliased within domain 102, which requires all of the data which is sent from PC 12 onto the WWW and all of the data from the WWW which is intended for PC 12 to be copied, processed as by a filter 116, and stored within domain 102 on data servers 110, 112, 114. Thus, a complete copy of all data addressed for PC 12 is copied within domain 102, and is filtered.

Filter 116 can be constructed to retain all of the data, or to retain portions of the data in servers 110, 112, 114.

Thus, when machines such as servers 22, 24, and 26 on the WWW receive data from PC 12, because it has been routed through domain 102 and readdressed with an IP address within domain 102, data sent by server 22 (for example) which was requested by the user of PC 12 is addressed to the internet user "in care of" domain 102. Proxy server 104 (for example) receives data 28 from server 22, readdresses the data to the PC 12 based on an unique identifier (see below) at the IP address assigned (either statically or dynamically) to the PC 12, and transmits the readdressed data 28 back into the WWW. As will be readily appreciated by one of ordinary skill in the art, data 28 is then collected by server 18, and transmitted to PC 12, as discussed above. Importantly, domain 102 is not an ISP or proxy server gateway from a private network. Domain 102 is another domain on the VV-NW through which consumer/PC-specific data is routed, and includes a proxy server gateway onto the public VFWW network. According to less preferred embodiments, domain 102 is an ISP to which computer 12 directly connects, i.e., includes computer 18.

Because each computer 12 can be dynamically assigned an IP address by computer 18, domain 102 must first be provided with unique identifying information about computer 12 to differentiate it from other computers which are similarly proxied through domain 102. This information may be identifying information 15 provided by a component (either software or hardware) of computer 12, such as by a "cookie" returned to domain 102, a "digital certificate" returned to domain 102, CPU chip identifying information (as has recently been commercially available in Pentium III class chips from Intel Corp., Santa Clara, CA; <http://www.intel.com>), or other unique identifying information as will be readily apparent to one of ordinary skill in the art.

In a preferred embodiment of the present invention, identifying information or data can be included in each data packet, preferably in the header portion of each packet, so that each packet uniquely identifies each PC 12 from which it originated.

By way of example and not of limitation, one or more fields in the packet header, such as the "language" field, can include unique identifying information. Changing the value that is contained in any particular field of a packet header to include such identifying information will be readily appreciated by one of ordinary skill in the art.

Again by way of example and not of limitation, the language field value, for example, can be changed so that it is, or includes in addition to a language code, a unique identifier. This change in the language field, for example, can be readily achieved by changing the browser's preferences to include the unique identifier, which can be performed manually through the application tools provided with the browser. Alternatively, this change can be achieved by executing a series of logical instructions, as embodied in software, on PC 12, as will be readily apparent to one of ordinary skill in the art. Any other field in a packet header can be used instead of or in addition to the language field within the spirit and scope of the present invention.

According to yet another aspect of the present invention, secure internet 1 0 transfer protocols can be used between an internet consumer and an internet content provider while still monitoring and collecting data about the user's internet activities. As readily appreciated by one of ordinary skill in the art, when an internet consumer initially requests a secure webpage, the consumer is sent an encryption key to enable encryption and decryption of webpages sent respectively to and from 1 5 that website. Thus, other machines on the internet are unable (in theory) to interpret the data passing between the internet consumer and the website when in a secure mode.

Systems in accordance with the present invention accommodate secure/encrypted communications while still monitoring internet usage and enabling data collection, as diagrammatically illustrated in Figure 5. For example, a proxy server of domain 102 can include two servers: proxy server 106 for transferring encrypted data to and from computer 12, and proxy server 108 for transferring encrypted data to and from server 22 (for example). As will be readily apparent to one of ordinary skill in the art, servers 106 and 108 may be the same proxy server functioning as described above. Thus, when domain 102 receives a request for an encrypted webpage from computer 12 (step 250), server 106 can negotiate and pass its own encryption key to computer 12 (step 252), thus initiating a secure session with computer 12. The original request from computer 12 bearing the unique identifier for the consumer on domain 102 (step 254) is passed back into the internet by server 108 to be received by computer 22 (step 256). Computer 22 and server 108 negotiate an encryption key for the data 28, and the encryption key is passed back to server 108, bearing the consumer's unique identifier in domain 102 (step 258).

When encrypted data 28 is sent by computer 22 and received by server 108 (step 260), server 108 decodes the data using its encryption key (step 262). Server 108 passes the decoded data to server 106, which readdresses the data for delivery to computer 12 at its IP address from computer 18 and encrypts the data using the encryption key held by server 106 (step 264). Thus, proxy server 106 securely transfers data to and from computer 12, proxy server 108 securely transfers data to and from computer 22 for the consumer, and servers 106 and 108 exchange the decoded data. In a preferred embodiment of the present invention, servers 106 and 108 are the same server which performs the operations and functions described 1 5 above. According to a less preferred embodiment, yet still within the spirit and scope of the present invention, servers 106 and 108 are different servers which separately perform the operations and functions described above.

The present invention also relates to methods of collecting data about computer user habits, preferences, uses, and the like, and methods of using this data.

While system 100 is preferably used to perform the methods of the present invention, one of ordinary skill in the art will readily appreciate that other systems can be used without departing from the spirit and scope of the present invention.

Figure 4 diagrammatically illustrates a flow chart of steps of methods in accordance with the present invention.

As discussed above, data representative of internet consumers' behavior, including (but not exclusively) what choices the consumer makes, why particular characteristics of a product or service are important, what products or services a consumer has considered and decides not to purchase, and how much money a consumer is willing to pay and has paid for a product or service, can be a valuable product in itself. As will be readily appreciated by one of ordinary skill in the art, the quality of the data, e.g., statistical significance and error, greatly impacts how valuable the data is to a party wanting to know about a particular

consumer's habits.

Methods in accordance with the present invention collect and generate data which is extremely complete for an individual user, and therefore can be very useful by itself or when correlated with other data about that user, or other consumers that share characteristics with the user. Furthermore, because the methods of the present I 0 invention do not rely on client-side data collection, but instead utilize server-side data collection, the impact on the performance of the individual consumer's computer 12 is minimal and does not require repeated software updating as with prior systems which were resident on a computer 12.

Initially, an internet consumer must be registered so that the consumer's 1 5 computer can be uniquely identified (step 200). To encourage consumers to participate in the monitoring activity, incentives may be offered to the consumer in exchange for routing all of that consumer's internet data so that it can be monitored.

As will be readily appreciated by one of ordinary skill in the art, the exact nature of the compensation can vary, and can include money, gifts, and the like. Additionally or alternatively, the compensation can be in the form of faster internet access to the consumer. For example, when using system 100 described above, data can be delivered to computer 12 in compressed form from domain 102. Because of the decrease in required bandwidth required for transmitting compressed data, the consumer experiences an overall increase in data transfer rates between domain 102 and computer 12, even when factoring in decompression of the data by computer 12.

Thus, the retransmission of compressed data can be an incentive for the internet consumer to agree to proxy all of their internet data through domain 102.

Commercially available browser software, such as Navigator" and Internet Exploree, include decompression software which can be configured to automatically decompress compressed data upon receipt by PC 12. Thus, according to a preferred embodiment of the present invention, domain 102 compresses data to be sent to PC 12, resulting in faster net times between the PC requesting data and that data being delivered to the PC. By way of example and not of limitation, domain 102 can include a set of logical instructions, e.g., software, which compresses data according to a known compression routine, e.g., the Gzip compression routine. As the browser software running on PC 12 can both recognize 0 and decompress Gzip compressed data, the internet consumer receives the benefit of faster net data transmission without the need to intervene in the process of decompressing the data with a separate decompression application or tool. The particular compression protocol used to compress and decompress the data can be any of the numerous known data compression protocols, such as "zip", "taiencode", "tar". 'Uh". "MIME". ",ARC". "Binhex". "sit", "hqx", etc., within the spirit and scope of the present invention, the protocol being selected so that the browser application running on PC 12 includes logic to automatically decompress data which has been compressed according to that algorithm.

Also by way of example, domain 102 can perform proxy caching, including hierarchical caching, of webpages and entire websites of predetermined interest.

Thus, when a consumer requests a webpage which has been cached in domain 102, the data is served to the consumer much faster than if an original copy of the requested webpage were requested and passed through to the consumer. As data compression and proxy caching are well appreciated by one of ordinary skill in the art, farther discussion of these types of compensation will not be described herein.

Of course, the decision to participate, i.e., to contract with the service provider, is entirely voluntary, and some consumers may elect not

to participate.

Those who do choose to participate supply the service provider with information about themselves; the exact data can vary, and could include demographic, socioeconomic, geographic, and any other information commonly collected in market research studies. Such information can include, but is not limited to user age, user income level, user education level, household size, time of transmission of the data set, location of computing device, date of transmission of the data set, currency paid, type of product purchased, type of service purchased, network address of the intended recipient of a data set, click-through address, banner advertisement impression, and permission e-mail received, and combinations thereof.

Furthermore, the consumer is provided with a small application software applet which adjusts the browser application running on the consumer's computer so that it proxies to the service provider's proxy server, i.e., so that it redirects all of the consumer's outbound data to the domain 102. If the service provider is utilizing system 100, described above, the applet will reset the browser to proxy to domain 102. Publicly available browsers are provided with the ability to do this "reset" operation. The applet can be directly downloaded, shipped via a diskette, CD-ROM, or the like, or manually installed or modified by a technician who visits the consumer (step 202).

A database record is built based on the data set supplied by the consumer (step 204). A unique identifier is assigned to the consumer (step 206). Thereafter, as described above, all of the consumer's internet data will be routed to the service provider. The service provider can then copy or otherwise monitor the data (step 208), and pass on the data into the internet (step 210) without impacting the overall data transfer rate from the consumer to the data's intended destination. According to one aspect of the invention, the service provider has predetermined the formats of the webpages for a set of domains, websites, and/or webpages that are of interest to the service provider. Thus, internet traffic directed to or coming from these destinations/sources is monitored, and the data of interest filtered and collected. As other websites become of interest to the service provider, for example because consumers visit their sites, the service provider retrieves a copy of the particular webpages of interest, and determines the specific data format that the webpage includes. This determination of webpage formats can be performed manually or by an automated process, as will be readily apparent to one of ordinary skill in the art.

As most webpages are formatted so as to conform with publicly known, standardized data transfer protocols (e.g., IAtp, hypertext transfer protocol) or known scripting languages (cgi, Java:rm), determining the data format of most webpages will be well within the skill of one skilled in the art.

When the service provider is routed a copy of a webpage from either the consumer or a website, the service provider is able to copy the data contained in the webpage. By knowing the data format used by that website in creating the webpage, the service provider is then able to extract from the data the exact information detailing what sort of internet transaction the consumer has just engaged in.

Notably, however, the service provider does not impede the transaction, but merely extracts the data about the transaction, and passes the data on to the intended recipient. The extracted data is then filtered for data elements of interest to the service provider, such as the date and time of the transaction, URL of a clickthrough (e.g., on a banner ad), amount of money spent, type and number of items bought, delivery method, and so on (step 212). The data record for that particular consumer is then updated with the information (step 214). As will be readily appreciated by one of ordinary skill in the art, when more than one consumer has her internet data routed through the service provider, the service provider can generate a database of consumer internet

activity of great detail about any single consumer's habits, any class of consumers differentiated based on any common characteristic in the database, any single domain, website, or webpage, and/or any class of domains, websites, or webpages which share a common characteristic in the database.

The foregoing description also applies to "push" and "broadcast" internet technologies which operate on the same principle of the internet consumer requesting data and the content server delivering data to the internet consumer.

Several specific embodiments of methods in accordance with the present invention will now be described. While the following are specific embodiments of methods according to the present invention, the present invention is not limited to the specific methods described herein.

A measure or metric can be established and generated from the data collected by the service provider, such as a dollar per thousand hits on a particular webpage I 0 ("\$/K metric") (step 216). The \$/K metric therefore can indicate how much money is generated or received per one thousand times the particular webpage is served to any person on the internet. The \$/K metric provides a useful measure for an internet content provider and/or an internet advertiser of how to price advertising rates, or how much to pay for internet advertising, respectively, based on the cost per 1 5 thousand hits (CPM) versus the revenue generated by the internet advertiser per thousand hits (RPM). Furthermore, while a single internet merchant can generate its own CPM and RPM values based on the \$11r, metric, that internet merchant does not have the data to compare to its competitor's CPM and RPM. Thus, the service provider practicing methods in accordance with the present invention will be able to market and sell \$/K metric data to internet merchant **competitors** without relying on the merchants themselves for the data.

In another aspect of the invention, a log of internet activity ("weblog") can be generated from the data collected by the service provider (step 218). The weblog can include a listing of the particular URLs visited by consumers, separate from the data indicating the consumers' transaction habits. Because the database generated can include data regarding consumer's demographics and the like, the database can be easily mined for data records having web hits on a particular website. This information is particularly valuable to that website's **competitors**, as it gives an indication of who is visiting the website, and what those individuals' characteristics are. Such "**competitive intelligence**" can be marketed and sold to a wide variety of parties, and in particular to the particular website's **competitors**.

In yet another aspect of the invention, an electronic commerce ("ecommerce") or retail price index, herein termed "EPP, can be generated from the service provider's database, based on any electronic retailer's ("e-tailer") data, mined from the database (step 220). That is, the prices of particular products can be retrieved from the database, and the relationships between time and price can be generated to provide an indication of the true market price for an item or service, or of the condition of a market as a whole.

The service provider's database can be fiirther analyzed or mined to extract data relating to the amount of revenue a particular website generates over a particular time period or a particular number of website hits (step 222). Based on 1 5 the **sample** size for the particular website of interest, and therefore within a known confidence interval based on known rules of statistical analysis, the service provider will be able to provide revenue projections over a given period of time for the website well in advance of the end of any particular time period or number of internet visits. As will be readily appreciated by one of ordinary skill in the art, revenue predictions for a business are very useful tools for pricing securities for that merchant, and therefore the service provider can market and sell such revenue predictions to parties interested in knowing this information before release of the actual

revenue reports by the website owner to the rest of the securities market. Furthermore, sales forecasts can be used by the internet merchant for inventory control and just-in-time warehousing and delivery.

The database can also be analyzed for data representative of the frequency a particular website is visited (step 224). For example, the data filtering performed on the raw internet data received by the service provider can include tabulating the number of times a domain, website, or webpage is served to a consumer. By comparing this number to the number of times a purchase was made, a measure of the particular consumer's purchasing propensity can be generated, as well as the average amount spent per visit and per transaction. These measures can be marketed to e-tailers, or provided back to the consumer. Similarly, by retrieving from the database transactions at a single website across the database, cross-selling success can be measured (step 226). For example, for an e-tailer that sells products A and B, the database can be mined for transactions between the particular e-tailer and 10 consumers for product A, and the e-tailer's success in also selling product B to that same consumer set can be extracted. Thus, the success of the e-tailer to cross-sell products A and B can be readily extracted, and that information can be marketed and sold to competing e-tailers.

More traditional market research data can also be easily mined from the 15 service provider's database of internet consumer activity. For example, a particular e-tailer's total market share in a particular class of goods or services can be determined by extracting data of all transactions in that class attributable to the particular e-tailer, as well as all transactions for goods or services in the class.

Similarly, for a particular consumer, the loyalty or share of the consumer's spending ("wallet") spent at a particular e-tailer or for a particular product type can be easily extracted. The percentage of the entire consumer **sample** pool who visited or bought goods or services a specified number of times from a particular site can be determined, which represent the trial and repeat rates for both visiting and purchasing.

Profiling or generating scoring models can also be facilitated by the service provider practicing methods in accordance with still another aspect of the present invention. For example, the database can be used to provide data records for a particular consumer characteristic, such as education level (step 228). This data set can be compared to broad demographic data sets including indicators of education level, to predict the overall probability of a certain internet activity, such as buying a product or viewing a video, by persons at that education level for the entire population represented by the broad demographic data set (step 230). Other comparisons of the service provider's database to other databases will be readily appreciated by one of ordinary skill in the art, to generate profiling data on a certain population's internet activities.

The present invention provides numerous advantages over prior server-side and client-side systems. Because of the particular systems and processes of the present invention, statistically significant consumer data can be gathered at extremely low costs per panelist when compared with prior systems.

While the invention has been described in detail with reference to preferred embodiments thereof, it will be apparent to one skilled in the art that various changes can be made, and equivalents employed, without departing from the scope 15 of the invention.

Claim

1. A method of collecting data relating to a user's transactions over an unsecure network, the user utilizing a computing device to send and receive data sets over the network, the computing device having an address on the network, the data sets including data representative of the address of the computing device on the network, comprising the steps

of

directing all data sets from the computing device to a known domain;
assigning a unique identifier to the computing device;
readdressing data sets sent from the computing device to indicate that
the data sets originated in the known domain;
recording at least part of the data sets; and
sending the readdressed data onto the network.

2 A method according to Claim 1, wherein the step of directing all data sets comprises configuring software running on the computing device to address all data sets to a known proxy server in the known domain.

3 A method according to Claim 1, wherein the step of recording at least part of the data sets comprises building a database including at least part of the data sets.

4 A method according to Claim 3, wherein the step of building a database includes building a database having at least one field selected from the group consisting of user age, user income level, user education level, household size, time of transmission of the data set, location of computing device, date of transmission of the data set, currency paid, type of product purchased, type of service purchased, network address of the intended recipient of a data set, clickthrough address, banner advertisement impression, and permission e-mail received, and combinations thereof.

5 A method according to Claim 1, further comprising the steps of negotiating a first encryption key with the computing device; negotiating a second encryption key with an intended recipient of a data set sent by the computing device.

6 A method in accordance with Claim 5, further comprising the steps of:
decoding an encrypted data set from the computing device with the first encryption key;
encrypting the decoded data set with the second encryption key; and
transmitting the data set encrypted with the second encryption key to the intended recipient via the network.

7 A method in accordance with Claim 1, further comprising the step of calculating a metric from the data recorded in the recording step indicative of how much money is spent per a set number of times a particular addressable data set on the network is requested by any user on the network.

8 A method in accordance with Claim 1, further comprising the step of generating a set of records from the data recorded in the recording step, each record including data, the data being representative of a user's request for data from a single set of addresses on the network, and the data being representative of at least one characteristic of the user.

9 A method in accordance with Claim 1, further comprising the step of generating a set of records from the data recorded in the recording step, each record in the set including the price paid for a product or service in a known class of products or services, and the date the price was paid; and
generating time-price functions to provide an indication of the market price for products or services in the known class of products or services.

10 A method in accordance with Claim 1, further comprising the step of generating a set of records from the data recorded in the recording step, the set of records including fields for data indicative of the amount of revenue a known network address generates over a set time period or over a set number of requests for data from the known network address.

11 A method in accordance with Claim 10, further comprising the step

of

generating a revenue projection over a given period of time for the known network address. 10 12. A method in accordance with Claim 10, further comprising the step of generating a sales forecasts for the known network address.

13 A method in accordance with Claim 1, further comprising the step of generating a set of records from the data recorded in the recording 15 step, the set of records including a field indicative of the number of times data at a known network address is requested by a user on the network.

14 A method in accordance with Claim 1, further comprising the step of generating a set of records from the data recorded in the recording step, the set of records including fields indicative of a characteristic of users of the network, and at least one field indicative of network usage; and comparing the set of records to a second database based on a large population to predict an overall probability of network usage by network users having the characteristic for the entire population represented by the second database.

15 A method in accordance with Claim 1, further comprising the step of compressing the readdressed data.

16 A system for collecting data relating to a user's transactions over an unsecure network, the user using a computing device configured to send and receive data sets over the network, the computing device having an address on the network, the data sets including data representative of the address of the computing device on the network, the system comprising:
logic configured to assign a unique identifier to the computing device;
logic configured to readdress data sets sent from the computing device to indicate that the data sets originated in the known domain;
logic configured to record at least part of the data sets; and
logic configured to send the readdressed data onto the network.

17 A system for collecting data relating to a consumer's transactions over an unsecure network, the consumer using a computing device configured to send and receive data sets over the network, the data sets including data representative of the address of the computing device on the network, the network including a content server, the system comprising:
logic configured to send data to and receive data from the consumer over the network;
logic configured to negotiate a first encryption key with the consumer's computing device; and
logic configured to negotiate a second encryption key with the content server.

4/9/2 (Item 2 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

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Supplier selection in an advanced manufacturing technology
environment: an optimization model

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ABSTRACT: This paper develops a simple model for supplier evaluation and selection in an advanced manufacturing technologies' (AMTs) environment. The model offers decision makers a variety of scenarios on which they can select the best criterion or set of criteria for vendor evaluation and selection. Further, a numerical example is presented to illustrate the model and to show its practical utility. Note that the terms vendors and suppliers are used interchangeably.

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Introduction

Current literature on advanced manufacturing technologies (AMTs) and short cycle management tools (SCMTs) places a greater emphasis on manufacturer-supplier relationship. While many practitioners and academicians emphasize single sourcing[1, 2, 3, 4], others consider it very dangerous to depend on a single source[5]. According to Newman[5]:"

while offering some excellent opportunities for achieving economies and control of purchase, single sourcing clearly generates some potential problems. These include erosion of the supplier base for the buyer; and for the supplier, loss of technological thrust, excess control, and loss of supplier identity."

Although Newman's findings may be alarming, loyalty in buyer-supplier relationships can help overcome some of these problems[6]. Treating suppliers as partners, not as adversaries, is a necessary condition for minimizing, if not eliminating, these fears.

In this paper we develop a simple model for supplier evaluation and selection in an advanced manufacturing technologies' (AMTs) environment. The model offers decision makers a variety of scenarios on which they can select the best criterion or set of criteria for vendor evaluation and selection. Further, a numerical example is presented to illustrate the model and to show its practical utility. Note that the terms "vendors" and "suppliers" are used interchangeably.

A review of existing models

In the past ten years' a considerable volume of literature has accumulated on the subject of vendor evaluation and selection models. Most of these models finalize the **supplier selection** decision-making process based on a set of supplier performance criteria. In this section we examine these models, their structure and formulation, and their strengths and weaknesses.

Categorical models

Categorical models are the first among traditional models for supplier evaluation. According to these models, suppliers are evaluated on criteria such as cost, quality, speed of delivery, etc. The method involved in this model is intuitive, simple, and has limited applications. The method can be illustrated by matrix (shown in Table I):

Based on this approach, supplier (i) is preferred to supplier (j) iff supplier (i) has the most (+s). Apparently the approach is intuitive, subjective, simplistic in nature and is easy to use. It assumes that the attributes are equally important. Alternatively, the method can be useful if weights ($W_{sub}j$) are assigned to the

attributes and the -, 0, and + are coded as -1, 0, and 1 respectively. The

condition on the weights is that ($W_{sub}j$) should satisfy the two main axioms of probability. If we let $S_{sub}ij$ be the score for vendor (i) on attribute (j), and $TS(V_{sub}i)$ be the total score for vendor (i), Then:

Suppliers are then ranked based on the total score, and the supplier with the highest score will be selected. This modified version of the categorical models represents the basis for the weighted point models discussed later in this part of the paper.

Matrix models

In matrix models, suppliers are evaluated on weighted factors such as proposal responsiveness, technical, quality, cost and general factors[7]. Each factor is divided into a group of sub-factors. In general, the matrix models are best described by the tabular and mathematical formulations shown in Table II, where:

$WT_{sub}i$ = Weight assigned to factor (i)

$W_{sub}ij$ = Weight assigned to sub-factor (j) of factor (i)

$S_{sub}ijk$ = Score of supplier (k) on sub-factor (j) of factor (i)

$OS_{sub}k$ = Total score for supplier (k)

$R_{sub}i$ = Ratings assigned to factor (i)

and

Suppliers are then ranked based on equation (4) and the supplier with the highest score will be selected. Although this model considers important factors such as proposal responsiveness and quality, the process of assigning weights to factors remains subjective. The decision to assign weights to factors becomes a function of the nature of the decision maker. An optimist, for example would weight evaluation factors in a much more different way than would a pessimist or moderate decision maker.

Weighted point model

In general, weighted point models are formulated as follows:

where:

$A_{sub}j$ = Summated score representing the total performance anticipated from vendor (j).

$a_{sub}i$ = Importance weight attached to evaluative criterion (i).

$b_{sub}ij$ = Performance rating on evaluative criterion (i) for vendor (j).

n = Number of evaluative criteria.

Thompson[8] suggested that weighted point models are considered excellent tools for several reasons. For example, the mathematics underlying weighted point models are simple, the models can be adapted to virtually any type of purchase decision, the models are relatively inexpensive to carry out about

other models, and they simplify optimal decision making. However, weighted point models also have some drawbacks. One major drawback is the limitations associated with scaling techniques[8].

Cost-based models

Cost-based supplier performance evaluation models provide a justifiable and rational way for evaluating key suppliers[9]. According to Monczka and Trechal[9], a cost-base supplier performance evaluation system reflects the actual total cost of doing business with suppliers. Among the benefits a buyer can achieve by using this approach in evaluating suppliers are:

- (1) the ability to source requirements based on total cost consideration;
- (2) a methodology to increase supplier accountability and control;
- (3) an equitable and consistent evaluation tool;
- (4) definition of supplier performance expectation;
- (5) communication of the firm's buying priorities to suppliers;
- (6) the ability to perform sourcing risk assessment;
- (7) enhancement of internal communication for reporting critical supplier sourcing information;
- (8) the ability to provide positive supplier reinforcement;
- (9) the basis for supplier award programme.

Monczka and Trechal[9] developed two indexes for their cost-based model, namely supplier performance index (SPI), and service factor rating (SFR). Before calculating these two indexes, a decision maker should identify the key items to be evaluated and the performance parameters. SPI is calculated in the following manner:

where:

$EPP_{sub}i$ = Extended purchase price offered by supplier (i)
 $NPC_{sub}i$ = Non-performance cost for supplier (i).

The SFR measures performance factors that are difficult to quantify. These factors may include:

- (1) supplier's ability to resolve problems;
- (2) supplier's willingness to provide the required technical data;
- (3) supplier's efforts to forward or remain correlated with inspection equipment;
- (4) supplier's ongoing communication as to resolving existing problems and or recognizing potential ones;
- (5) timeliness of information.
- (6) timeliness for response to requests for corrective action reports.

To calculate SFR, each internal "customer" who has had direct experience with the supplier will rate the supplier on a set of qualitative factors on a certain scale. For example, internal "customers" may be asked to rate a supplier's ability to solve problems, or a supplier's willingness to provide technical data on a scale of 1 to 7 (1 being less efficient, and 7 being most efficient). SFR is calculated as follows:

where:

$F_{sub}i$ = Rating assigned to factor (i).

This model has two advantages over other models. First, it allows for qualitative and quantitative evaluation criteria. Second, evaluation on qualitative criteria is done by those who have direct contact with suppliers. Third, the two indexes are complementary to each other and, if integrated properly, would make this model superior to other available models. However, with this and other models, the process of evaluation still subjective.

Multicriteria selection model (MSM)

Lubben[2] developed a multiattribute selection model (MSM) that provides a method of analytically matching a supplier's capability to the company needs. It further allows comparison of the abilities of several suppliers, and serves to evaluate the possibility of improving the supplier's performance. The input requirements for the MSM model fall into three categories:

- (1) a list of supplier's attributes or requirements;
- (2) a questionnaire that evaluates how well a supplier meets these requirements; and
- (3) a mechanism by which these suppliers' attributes can be evaluated.

The tabular and mathematical formulations of the model are given in Table III.

where:

$A = \{a_{[sub]j}\}_{[sub]1 \times n}$ vector.

C is a $\{C_{[sub]ij}\}_{[sub]m \times n}$ matrix.

$RV_{[sub]j} = (r_{[sub]1}, r_{[sub]2}, \dots, r_{[sub]j}, \dots, r_{[sub]n})$ is the relational value of each attribute.

$NV_{[sub]j}$ = Normalized value of each attribute.

$EU_{[sub]j}$ = Expected utility of each attribute.

m = Number of criteria in each attribute.

Proportional, normalized and expected values are calculated using equations (8), (9) and (10) respectively.

Finally, a total score for supplier (i) is calculated using equation (11)

Suppliers are then ranked according to the total score and the supplier with the highest total score will be selected.

Vendor profile analysis models

To overcome the limitations of weighted models, Thompson[10] developed a vendor profile analysis model (VPA). Using Thompson's notations, the VPA model can be written as follows:

where:

$A_{[sub]jk}$ = Summated score for vendor (j) on iteration (k) of the simulation.

$a_{[sub]i}$ = Importance weight attached to valuate criterion (i).

where:

$X_{[sub]i}$ = Attribute score for entity (X).

$Y_{[sub]i}$ = Attribute score for entity (Y).

$i = 1, 2, \dots, n$ th attribute.

$W_{[sub]i}$ = Relative importance assigned to attribute (i).

The ranking $X_{[sub]i[sub]}$ and $Y_{[sub]i}$ depends on the DA ratio. I.e.

According to this model, the evaluation process involves a series of one-on-one comparisons. The DA ratio obtained from equation (13) can assume one of three values: $DA = 1$; or $DA < 1$; or $DA > 1$.

The first value of DA suggests that suppliers X and Y are equally ranked. The second value ranks supplier Y higher than supplier X. Finally, the third value of DA indicates a superior performance by supplier X. Although the DA model is more structured than most of the quantitative models discussed in this paper, it seems that the one-on-one evaluation method has some drawbacks. First, a value of $DA = 1$ will cause the decision maker to be indifferent about which supplier to choose. As a result, additional criteria are needed to complete the evaluation process. Second, in a large set of suppliers to choose from, the process becomes very tedious and time consuming.

The proposed model

The model we propose in this paper is a multi-attribute, cost-based and deterministic model. It assumes the co-operation between suppliers and manufacturers in providing the necessary data and information for one another. The proposed model also considers that, in the new environment of advanced manufacturing technologies (AMTs) and new philosophies such as just-in-time, the supplier performance factors should at least include cost, quality, flexibility and responsiveness - the main competitive priorities in an AMTs environment.

Since the model is mainly a cost-based model, factors such as procurement cost, cost of quality, and cost of responsiveness are modelled in. Procurement cost is represented by unit value or price a supplier can offer. The cost of quality is represented by the cost a manufacturer may incur as a result of receiving defective items from the supplier. The cost of responsiveness is modelled in the ability of the supplier to reduce the lead time deliveries. A manufacturer evaluates suppliers and make a decision regarding order quantity.

Model development

The following notations are used to develop the model. Let,

D = Manufacturer's average annual demand.

S = Standard deviation of manufacturer's demand per unit time.

Z = Standard normal variate corresponding to a degree of service (1.64 for 95 per cent level of service).

H = Manufacturer's Holding cost.

K = Manufacturer's ordering or setup cost.

$P_{[sub]i}$ = Price per unit charged by supplier (i).

$[\alpha]_{[sub]i}$ = Conformity ratio for supplier (I), calculated as the number of units that confirm to the standards agreed on divided by the total number of units shipped.

$[\beta]_{[sub]i}$ = Defective rate for supplier (i).

C = Manufacturer's cost for repair/rework of each defective item.

$L_{[sub]ti}$ = Supply lead time (time between placing an order and receiving the shipment) for supplier.

$L_{[sub]si}$ = Safety lead time for supplier (i).

$Q_{[sub]si}$ = Minimum lot size supplier (I) may accept.

I_{0} = On hand inventory at the beginning of the period.

I_{li} = Inventory value due to supplier lead time.

I_{qi} = Inventory value due to lot size.

I_{fi} = Inventory value due to defective items.

TV_i = Total value of inventory.

TIC_i = Total inventory cost.

Model assumptions:

There exist a number of suppliers to choose from.

Suppliers are willing to provide information regarding cost, quality, lead times.

Demand follows normal distribution.

Lead time demand is normally distributed.

We examine the proposed model in two settings:

(1) Defective items are reworked and the cost is borne by the manufacturer.

(2) Defective items are returned to the supplier. The implication of this situation is that the total units ordered annually will be higher than average annual demand to make up for the defective items returned.

Case (1): defective items are reworked and the costs are borne by the manufacturer.

Total inventory cost is then calculated as:

To find the optimal order quantity, equation (18) is differentiated with respect to Q_i . Therefore:

Case (2): defective items are returned, so manufacturer orders for more items required over the year so as to get D units of good items

By differentiating equation (25) with respect to Q_i , as in the previous case, we obtain the following optimal quantity:

Procedure to determine Q^*

The procedure to obtain the optimal solution can be presented in the following steps. Let Q_s be the supplier's offered order quantity.

Step 1: Compute Q_0 using or depending on how the manufacturer deals with the defective items.

Step 2: If $Q_0 < Q_s$ then $Q^* = Q_s$. - If $Q_0 > Q_s$ then $Q^* = Q_0$ - That is, $Q^* = \max(Q_0, Q_s)$

Step 3: Determine TC using equation (18) or equation (25). Once again, depending on the manufacturer's preference as to the defective items.

A numerical example

In order to illustrate the model derived in this paper, let us consider the following numerical example.

Manufacturer's data

D, annual demand = 1,000,000 units.

H, holding cost = 25 per cent of the average dollar value of inventory.

K, ordering cost = \$1000.00 per order.

C repair/rework cost = \$6.00 per defective unit.

Z = 1.64 for 95 per cent level of service.

The supplier's data are set out in Table IV.

Using the procedure developed above, the total cost associated with each supplier is calculated for each of the two cases outlined in Tables V and VI.

Based on total cost, the suppliers are ranked in the order: 3, 5, 4, 1 and 2.

In the second case, the suppliers are ranked in the following order S3, S4, S1, S5, and S2.

The following observations can be made from the numerical examples of the two cases:

In general, the total inventory costs for case (2) are lower than those of case (1). This indicates that it is better to return the defective items rather than rework on them. But, one must not ignore roles played by c and $[\beta]$ while making this observation.

The total cost for a supplier with given quality level and low unit price turns out to be lower, as seen for supplier 3 in both cases. This is expected.

The standard deviation can offset the advantages in quality and price as is evident from suppliers 1 and 4 in both cases.

The minimum order quantity stipulated by a supplier plays a very important role. This is evident in the case of supplier 5, who has a high quality product supplied at a reasonable low price ends up with a large total cost in case 2, and hence a low ranking.

Possible extensions of the model

In the proposed model, lead times have been assumed to be constant. That can be relaxed and a different model can be developed. The model can also be extended to include price discounts because of large volume purchased, keeping in mind that different suppliers will offer different price schedules. Since the proposed model deals with single item, it can be extended to a multiple items case.

Conclusions

In the last several years, many researchers have developed vendor evaluation and selection models. These models explain **supplier selection** decision making processes based on a set of supplier performance criteria. This paper examined these models to find out whether or not there is a need for a more representative model and developed a simple model for supplier evaluation and selection in an advanced manufacturing technologies' environment. Furthermore, we presented a procedure to determine the optimal order quantity that minimizes total inventory cost. This procedure is easy to understand and implement. The model offers decision makers a variety of scenarios on which they can select the best criterion, or set of criteria, for vendor evaluation and selection.

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Caption: 1; Element 1; Table I; Evaluation criteria for categorical models; Table II; Matrix models formulae; 4; Element 4; 5; Element 5; 6; Element 6; 7; Element 7; Table III; MSM model formulations; 9; Element 9; 10; Element 10; 11; Element 11; 12; Element 12; 13; Element 13; 14; Element 14; 15; Element 15; 16; Element 16; 17; Element 17; Table IV; Supplier's data; Table V; Case (1) suppliers' costs; Table VI; Case (2) suppliers' costs

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Turning knowledge into action

Anonymous

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ABSTRACT: Putting an effective CED team together requires that management gain support from merchandising, marketing and operations. Rather than chasing all the opportunities simultaneously and sub-optimizing its performance, the composite department store case study known as Bri-Mark set key priorities. To fund CED initiatives, the CED Team took its Transaction Analysis approach one step further to identify specific inventory-saving opportunities and affinity-marketing opportunities.

TEXT: Analysis is vital but only action drives revenue growth. Far too often, analysis is performed in a vacuum, leading to false starts. Putting an effective CED team together requires that management gain support from merchandising, marketing and operations.

Using the CED tools described in the previous section, the case study discount department store, Bri-Mark, has unlocked a warehouse of knowledge and identified specific areas of improvement:

- * **Tailored Merchandising:** New fact-based demand forecasting and store clustering approaches to tailor merchandising to local needs

- * **Inventory Optimization:** A fast-track inventory optimization program to capture "low-hanging fruit"

- * **Concept Repositioning:** A targeted program for changing customer perception

- * **High ROI Advertising:** New advertising messages and distribution approaches to get the right information to the right prospects

- * **Precision Location ID:** A new, data-rich demand forecasting-driven way of finding store locations

Priorities Must Be Set

Rather than chasing all the opportunities simultaneously and sub-optimizing its performance, Bri-Mark set key priorities:

1. Attack the "low-hanging fruit" that would fund implementation by optimizing inventory(months 1-2)
2. Put the foundation in place for developing fact-driven merchandising, inventory management and marketing strategies and tactics (months 1-2)
3. Begin tailoring merchandise to local markets (months 3-5)
4. Reposition the concept in consumers' eyes (months 6-12)
5. Use High ROI Advertising techniques to get the message out to selected customers (months 6-12)
6. Employ Precision Location techniques (months 10-24)

Attacking The Low Hanging Fruit

To fund CED initiatives, the CED Team took its Transaction Analysis approach (pages 27-28) one step further to identify specific inventory-saving opportunities and affinity-marketing opportunities.

Leveraging the transaction database, the CED Team identified which home

furnishings items at which stores were fast moving, slow moving or obsolete. A fast-track program was developed to expediently move product. Stores with excess inventory of fast-moving product shipped excess items to sister stores to rebalance stock levels. Slow-moving products were marked down and inventory was spread out among stores. Obsolete items were consolidated to close-out stores or were sold to liquidators.

This initiative enabled the company to reduce inventory by 28% which freed up over \$100 million in working capital and provided cost savings of more than \$10 million.

The CED Team also constructed an affinity analysis to identify the key drivers of high-margin, market-basket transactions. The team found that home furnishings was a key driver of add-on sales. Specialized in-store kiosks were set up, visual merchandising programs were developed and cross-selling sales incentives were structured to maximize add-on purchases and cross-selling in high opportunity areas. Sales of the SKUs used in the program increased by 15%.

Laying The Foundation

Bri-Mark recognized that a foundation was needed for its efforts to tailor merchandise and optimize assortments at the local level. Its first step was to delve into Market Analytics to develop factual profiles of each store. With these store profiles the company could then tailor its assortments, refine its inventory management processes and structure specific marketing programs. The 14 CED Databases provided relevant data including customer information files, competitive intelligence, media and marketing spending and store performance data. This data formed the basis for specific store and department-level demand forecasts. It also allowed the CED Team to "cluster" similar stores, so that inventory and merchandising decisions could be made at the "cluster level" rather than at the store level.

Tailoring Merchandise To Key Markets And Customer Segments

When Bri-Mark examined its demand forecasting accuracy, the company discovered heavily shopped categories frequently experienced stock shortfalls (page 29), losing sales and customers. This occurred because management treated the stores as if they were all alike. Bri-Mark determined that they could dramatically improve service levels and reduce inventory investment by fine-tuning inventory store by store.

Historically, goods were distributed evenly across the chain, with occasional adjustments based on past sales volumes at individual stores. All stores were on the same replenishment cycle and each store carried the chain's full complement of products. All received new items, even if supplies were scarce, meaning the best-performing stores frequently ran out of popular stock.

The store profiling and demand forecasting approaches described earlier were put to good use. An output matrix compared each store's actual sales with potential sales. A separate matrix highlighted actual and potential sales from the seven top departments in every store. While many stores in the chain were on target, by comparing actual sales to sales potential, the CED Team unearthed which stores were operating below potential and which were surpassing estimates. To fix the problem, new assortment plans were created. Then, processes were put in place to ensure that the company remained on track. The CED Team focused on:

- * **Adjusting Assortment Plans:** Further analysis was conducted to refine assortment plans. Stores were clustered into 22 distinct profile groups, according to their demand potential and the similarity of their markets. On the quantitative side, weaker stores were stocked with SKU ranges and inventory levels that were commensurate with their potential. The lowest-potential stores were given a narrower range of items and the highest potential stores were given extended assortments. On the qualitative side, assortments were adjusted to reflect price points and styling requirements of the store clusters.

- * **Improving Replenishment Algorithms:** Store Profile Clusters, or groups,

were created based on potential demand, and coverage levels were adjusted to reflect these calculations. Why? Potential demand (or calculated demand) is a more accurate measure than actual sales since sales can differ from demand due to frequent out-of-stocks.

* Restructuring New Product Allocation: The CED Team decided that when supplies are limited, new products would go first to stores with the highest potential.

Repositioning The Concept With The Consumer

Retailers must constantly question their position in the marketplace and gird themselves for inevitable detours and new challenges. Better to anticipate competitive threats than be taken by surprise. Here's how Bri-Mark regained its footing after losing sales and market share to a wily competitor.

The previous article described how Bri-Mark was experiencing precipitous same-store sales declines chainwide. The Customer and Market Analytics approaches identified why (pages 23-26).

The Bri-Mark CED Team went back to the original data and analytic approaches to begin crafting a strategy for repositioning the concept. The most significant data source was mail-panel data collected from customers throughout the marketplace. These surveys, now part of the CED National Mail Panel Database, reaped demographic and psychographic information, spending levels and consumer perceptions on what determined where they shopped and how they rated the company against its competitors on key attributes.

Using a dynamic segmentation approach, the CED Team drilled down and identified individual target segments. Twenty percent of the marketplace was high-expenditure households, representing more than 50% of total market sales. Within this desirable group, Bri-Mark ranked poorly in two of the top three store choice attributes. The CED Competitive Intelligence database quickly confirmed that one subpar ranking, pricing on sale merchandise, held true.

Bri-Mark also got low marks from high-expenditure consumers for in-stock inventory levels. For some time, the company had grappled with inventory shortfalls on popular products. Poor perceptions lingered and were affecting sales.

As Bri-Mark honed its merchandising and inventory management approaches, it was able to sharpen its pricing tactics. The company then put out targeted ad messages, communicating plentiful supplies and low prices, which resulted in more high-expenditure customers frequenting the store.

Employing High ROI Advertising To Reel Them In

One of Bri-Mark's problems was its failure to satisfy its high-expenditure customers in its home furnishings departments. In addition, its advertising distribution approach was inefficient. To respond to this problem Bri-Mark targeted high-value consumers and increased the return on their promotion dollars.

Through Store Profiling (page 27), the CED Team estimated the sales level each store should receive from zip codes in their trade areas. High-potential zip codes featured households with more attractive demographics, close access to stores and fewer competitors. Conversely, zip codes flagged for low potential had meager concentrations of high-value consumers, weaker demographics and psychographics and poor access, among other drawbacks.

A final data file was generated by using the consumer research and appending each transaction at the point-of-sale (POS) terminal. These provided estimates of the total-store sales from each zip code and the makeup of consumers who shopped the store.

The CED Team compared the estimates of zip-code sales generated by store

profiling with the actual sales from the POS file. While some zip codes generated few sales, others were cash cows. Some areas beyond the primary trade area revealed untapped potential.

By reducing distribution to low-potential areas, fewer communication pieces were necessary. However, the objective was not to reduce spending but to increase effectiveness. As such, high-potential zip codes outside the traditional trade area were targeted.

The new distribution plan was implemented for a sample of stores (Step 5 in the CED Model). By keeping the number of pieces fixed but redefining delivery, response rates increased by more than 10%. New customers came to the store and sales increased substantially.

Clearly, accurate message distribution can lead to High ROI Advertising. With this under their belt, the CED Team decided to push the envelope on message distribution even further. The CED research illustrates that distance is one of the most important variables concerning where consumers shop. Knowing that every retailer has a distance decay equation to calculate how individuals respond to various travel times, the CED Team used linear programming to develop optimal contact strategies that factor in how distance-sensitive customers are to specific locations. If you know that a customer living three miles away is only one-sixth as likely to visit your store as a similar consumer living half a mile away, should your contact efforts be the same?

Identifying High Potential Locations

The previous article described how Bri-Mark's three new stores appeared to be underperforming. CED analytics proved this wasn't entirely correct. One store's original target was too high, but the other two were performing slightly below their potential and were targets for "reinvention."

Bri-Mark learned some valuable lessons on site location. Accurately evaluating locations is more important than ever. Not only do new stores need to meet welcoming demographics and manageable competitors, they also must fall into optimal distribution patterns.

Bri-Mark felt confident about its new forecasting capabilities and decided to evaluate the potential of the Phoenix market. The CED databases were defined for the city with emphasis on the important variables used for store profiling (page 27).

Bri-Mark then used the Precision Location ID tool, OPTISCAN (Optimal Market Scan), to evaluate both their new and existing markets. As a result, they developed plans for an optimal distribution of stores in each of their markets. Re-evaluating some of their markets, they developed expansion plans for up to 20 more locations than previously determined. They were then able to more effectively defend their dominant markets, and new sites achieved up to 30% higher sales.

Making CED A Core Competency

The Bri-Mark case described the first four steps of the CED process: Assessing the organization, building the CED knowledgebase, conducting data-rich analytics, and developing fact-driven strategies and tactics.

Making CED a core competency requires companies to change their approach to strategic and tactical implementation. Testing processes must be put in place (step 5), concepts must be rolled out (step 6), new metrics must be developed (step 7) and a continuous learning process must be structured (step 8).

Future articles will cover testing and continuous learning processes.

Putting CED To Work

Short-Term 'Quick-Hit' Opportunities are critical. Immediate improvements to the top line help fund the entire CED initiative and boost company morale. Quick-hit solutions include revamped advertising messages, in-store

communications, merchandise presentation, promotions and re-calibrated inventory. Time frame: Zero to six months.

Mid-Term Improvements fuel the development of a thriving, customer-centric CED retailer. Department/space reallocations, improved inventory management, loyalty marketing programs, micro-marketing and micro-assortment refinements are just a few of the programs a retailer implements at this stage. Time frame: Within 12 months.

Long-Term Plans tackle the core of a retail business. Major initiatives unearthed by CED analysis could lead a company to reposition, redesign stores, overhaul real-estate strategies or enter new channels of distribution, all growth-affirming initiatives. Time frame: One year or more, although it's important to identify these opportunities at the beginning of the CED process.

CED Knowledgebase Marketing

Of the 14 data files comprising the CED Knowledgebase, two are pivotal sources for database marketing. One, the Customer Information File, tracks behavior of current customers, while the Individual Prospect File identifies solid prospects.

Both are the genesis of database marketing programs and a fundamental part of CED.

Customer Information Files offer insight into:

- * Purchase history
- * Shopping frequency
- * Demographic information
- * Importance of store choice attributes
- * Lifetime value to the retailer

Prospect Files provide knowledge about:

- * Demographics
- * Prospects' potential value to the retailer
- * Importance of store choice attributes

Targeted prospecting and contact strategies are pivotal to CED success. Loyalty and frequency programs enrich the database with value-added information and provide a constant stream of communications between the retailer and the consumer. Overlays add additional richness.

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ACNielsen And Catalina Marketing Develop Powerful New Loyalty Marketing Approach

Shopper*Direct™ Designed to Drive Consumer Loyalty at Retail

St. Petersburg, Fla. and Schaumburg, Ill., 04 June 1999 -- In a move to help retailers and manufacturers build consumer loyalty at retail, Catalina Marketing Corporation (NYSE:POS) and ACNielsen U.S., an operating unit of ACNielsen Corporation (NYSE:ART), today announced the launch of the jointly developed product Shopper*Direct™, a series of offerings designed to integrate the worlds of advanced statistical modeling, data gathering, analysis and promotional execution.

During the past five years, retailers have developed extensive databases based on the habits of their best shoppers through their frequent shopper programs. The proprietary Network created by Catalina Marketing has access to those databases. When retailers allow Catalina Marketing to access their databases, Shopper*Direct will link that information with data from ACNielsen's Homescan™ Consumer Panel, which includes purchase information from all channels, including drug stores, mass merchandisers and warehouse clubs.

Shopper*Direct will allow manufacturers and retailers to improve their understanding of customers and modify the way their brands and products are sold. For example, a retailer can determine what products their best customers purchase in other retail channels, which may result in that retailer changing its own product assortment to fit customer needs. Retailers and manufacturers can use this information for improved category management and customized incentives for consumers.

"Shopper*Direct is about better understanding and identifying key consumer segments based on their unique purchase behavior," said Robert Tomei, senior vice president of marketing for ACNielsen U.S. "Manufacturers and retailers will be able to adjust their marketing efforts based on product and brand purchases through what we call 'direct-to-consumer' marketing."

Shopper*Direct leverages the key strengths of each organization. ACNielsen is the global leader in understanding sales of consumer products and the key drivers of those sales. Catalina Marketing is the leading supplier of in-store electronic scanner-activated consumer promotions to more than 70 million households nationwide.

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Health and Beauty
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Information
Technology

Packaged Goods

Homescan. The Acknowledged Panel Leader.

Products

ACNielsen Homescan™ is the industry's only multi-outlet panel that captures all consumer package goods purchase information, as well as non-UPC coded random weight perishable products. Over the past ten years, the Homescan consumer panel has emerged as the premier consumer purchasing panel in the world. Its proven success and the value it brings to marketers has led to the development of ACNielsen Worldwide Consumer Panel Services, now providing key consumer insights in 18 countries, based on consumer purchase information from over 126,000 households globally.

All-Channel Coverage

A key advantage of Homescan is that it provides insights into buying behavior across every type of purchase channel: from warehouse clubs to convenience stores, from supermarkets to drug stores, from computer stores and mass merchandisers to mail order and the Internet. Using patented, state-of-the-art, in-home bar code scanners, ACNielsen Homescan provides our clients with valuable insights into consumer shopping behavior not available from any other source.

The ACNielsen Homescan panel is demographically balanced to represent the household population of the mainland U.S. It has long proven itself the definitive source for understanding consumer purchase behavior and shopping patterns for any segment of the population across all outlet types.

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